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The

CHEMIST AND DRUGGIST

Established 1859 28 Essex Street, Strand, London, W.C.2. *Registered as a Newspaper*

No. 2744
VOL. CXVII.

SEPTEMBER 10, 1932

Annual Subscription (with Diary) 20/-. *Single Copies* 9*d*.

A Non-Griping and Palatable Preparation of Senna

"Lixen"
BRAND

Elixir of Senna Pods

An extract of senna prepared by a special cold process. Non-griping. Agreeably flavoured. An advance on the various syrup preparations.
1 teaspoonful is equivalent to 12 large senna pods.

4 oz. bottles		1/9
8 oz.	,,	3/-
16 oz.	,,	5/6

Laxative Lozenges

Contain "Lixen" in a fruit basis.
Really pleasant to take.
Free from all other purgatives.
Appeal particularly to children.
Each lozenge is equivalent to 6 large senna pods.

Boxes—12 lozenges		7½d. each
,, 24	,,	1/- ,,
,, 100	,,	3/6 ,,

Allen & Hanburys Ltd., London, E.2

Telephone: 3201 Bishopsgate (12 lines) Telegrams: "Greenburys Beth London"

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ASPIRIN "FRE-FLO"

MANUFACTURED BY

W. J. BUSH & CO., LTD., LONDON

Unsurpassed chemical purity, superlatively free flowing and entirely free from the slightest trace of acetic odour *before* and *after* tabletting.

The three essential requirements of the ideal ASPIRIN, embodied in one standard BRITISH product.

ASPIRIN "FRE-FLO" MAKES TASTELESS TABLETS

Samples and prices from

H. W. GRAESSER-THOMAS

MONUMENT
2319
4277

**49 LEADENHALL ST.
LONDON, E.C.3**

UNOMEE
FEN
LONDON

NEW PRODUCTS

FROM THE

COW & GATE HOUSE

MANUFACTURERS OF THE Cow & Gate Milk Food CELEBRATED COW & GATE MILK FOOD

PEPTALAC

"The instant predigested food." It needs no cooking. Made by just adding hot water. Invaluable for infants and invalids, and a boon to those who nurse them. Protected Retail Price: 2/3 & 3/9.

CHOCOLATE MILK

The most Delicious, Nutritious, Digestible and Economical tonic beverage. All the full cream milk is in it. Just make it with water. Protected Retail Prices: 1/4½ & 2/6.

RUSKS

"The Rusk without the Risk!" Precisely the right texture to develop a child's teeth and jaws; specially shaped to prevent risk of choking. Made of the finest wheat flour and Cow & Gate Milk Food. Protected Retail Price: 1/6 per box.

FEEDERS

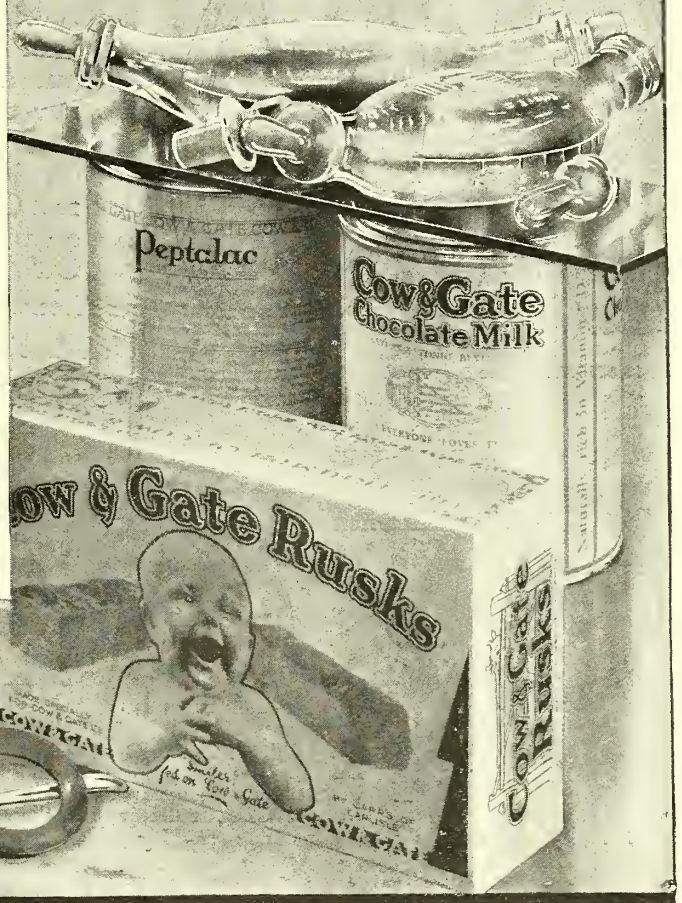
Safe, hygienic. The last word in scientific production. Protected Retail Prices: Cow & Gate Patent Glass Stoppered Feeder, enabling the flow of food to be regulated, 2/-. And No. 2 8 oz. Feeder, 1/6. No. 3 4 oz. Feeder, 1/6.

TEATS

11 cuttings, Protected Retail Price, 4d. each. Valves 3d. each.

TEETHING RINGS

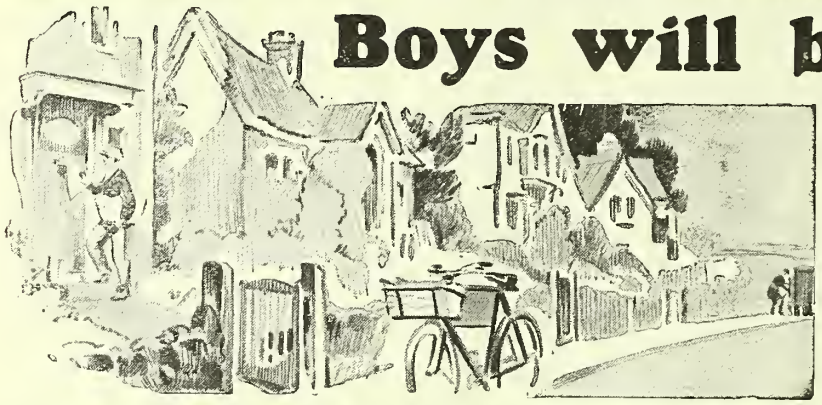
Cow & Gate fine Rubber Teething Rings, 6d. each.



COW & GATE LTD., GUILDFORD, ENGLAND.

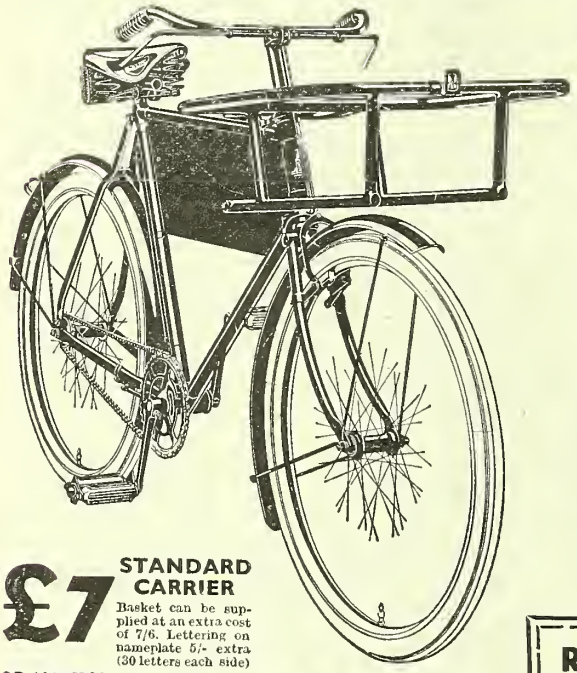
A A

Boys will be boys!



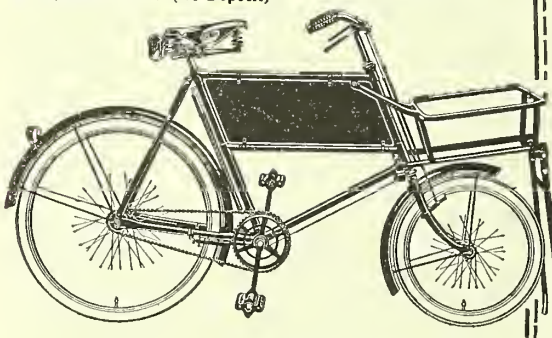
but no amount of rough usage can affect the carrier cycle GUARANTEED for EVER—the

RALEIGH
TRADESMAN'S CARRIER



You cannot prevent youthful riders knocking carrier cycles about, but you can eliminate the expense of constant repairs and replacements if you deliver with the Raleigh. Its For-Ever Guarantee safeguards your pocket, for you know when you put a Raleigh into service that it will never fail you. Hard work and heavy loads make not the slightest impression on its all-steel construction. It is a real CARRIER cycle, it delivers the goods on time and every time . . . it definitely CUTS YOUR DELIVERY COSTS.

£7 STANDARD CARRIER
Basket can be supplied at an extra cost of 7/6. Lettering on nameplate 5/- extra (30 letters each side)
OR 13/3 MONTHLY (No Deposit)



RALEIGH LOW GRAVITY CARRIER

Specially designed for carrying heavy or bulky loads with safety and freedom from skidding. It has a 20" front wheel which permits the use of an exceptionally large basket and the low position of the load ensures easy steering and stability. An instantly-operated stand built into the carrier is an important feature.

£7 . 10s Basket can be supplied at an extra cost of 7/6. Lettering on nameplate 5/- extra (30 letters each side)

OR 14/2 MONTHLY (NO DEPOSIT)

Every Raleigh Carrier Cycle is fitted with Brooks saddle and Dunlop tyres and is finished with special scratch-proof and weatherproof enamelling. Tools, toolbag, inflator and rear reflector are included free.

Send for full details of Raleigh Carrier Cycles, and the name and address of the nearest Raleigh agent.

THE RALEIGH CYCLE CO., LTD., NOTTINGHAM

OPTREX Brand EYE Lotion

will capture a wide market

POWERFUL, CONCENTRATED ADVERTISING

Big Sales are Certain!

OPTREX EYE LOTION is a product that has big sales immediately ahead. It is new. Yet its success has been proved. Overseas, it is used as regularly as brushing the teeth.

Now, OPTREX is to be introduced to the British market with a huge advertising campaign *costing many thousands of pounds*. This campaign is just about to open and consists of a series of big 16" triple column spaces appearing almost daily during the next few months in the principal London papers.

So dramatic and convincing is this campaign that it cannot fail to produce an immediate demand for OPTREX.

Thousands will realise its benefits and make it a daily habit. You have only to display it and it will sell with a readiness that will surprise you.

Be sure you have ample stocks. The price of OPTREX is maintained at 2/- and 3/9 a bottle—and allows a generous margin of profit to stockists. Counter-cards, leaflets, etc., free. Write to-day.

Obtainable from all Wholesalers or Direct from: WILCOX, JOZEAU & CO. (FOREIGN CHEMISTS) LTD., 15, Great St. Andrew St., London, W.C.2. Distributors for Great Britain and the Irish Free State.

Telephone - - - - *Temple Bar 7111*
Telegrams - - *Physic, Westcent, London.*

TP3

Another striking
PREMO DISPLAY
-for the PREMO BATH BRUSH

Put this display in your window or on your counter and the half-crowns will come rolling in. No one can resist the powerful appeal of the healthy vigorous young man who finds the PREMO BATH BRUSH so invigorating.

The PREMO BATH BRUSH is all-rubber and it gives a stimulating massage to the skin and leaves it glowing with health. It is wonderful for shampooing too!

Like the PREMO Nail Brush, the PREMO BATH BRUSH is made in seven attractive colours and has already proved a first-class seller.

PREMO Brushes do not deteriorate or perish. They are almost everlasting.

Write to your wholesaler, or direct to us, for this fine selling display-stand.

LIST PRICES

	Retail		*Wholesale*	
Small Size	**9d.**	each	**6/-**	per doz.
Medium Size	**1/-**	,,	**8/-**	,, ,,
Large Size	**1/6**	,,	**12/-**	,, ,,
"Club" Size (Extra Large)	**1/6**	,,	**20/-**	,, ,,
Bath Brush	**2/6**	,,	**20/-**	,, ,,

PREMO REGD.
all-rubber BRUSHES

IN 7 ATTRACTIVE COLOURS
Flesh, Brick, Green, Violet, Saxe-blue, Brown, Black.

OBTAINABLE FROM

Allen & Hanburys, Ltd.
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May, Roberts & Co., Ltd.
S. Maw, Son & Sons
Francis Newbery & Sons, Ltd.
Osborne, Garrett & Co., Ltd.
Sangers, Ltd.
Sutton & Co., Ltd.

PREMO BRUSHES LTD.,
THE RUBBER WORKS,
PETERSFIELD, HANTS.

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REMINDER

MARLBOROUGH & CO., LTD.
491-493 LIVERPOOL ROAD. LONDON. N.7

Sept. 9, 1932.

Mr. Chemist,
Everytown.

Dear Sir,

The "Queen Anne" Window Display Contest is achieving Great Success.

Concentrated Advertising and splendid Window Display Material are making increased Sales everywhere.

If, by chance, you have not had full details send for folder TO-DAY.

Yours faithfully,
MARLBOROUGH & CO. LTD.

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QUALITY, SERVICE & SATISFACTION

BUTTERSCOTCH
Brand

MALT EXTRACT

MALT EXTRACT WITH COD LIVER OIL

For Supply to—
CHEMISTS, DRUGGISTS, CLINICS, HOSPITALS, INSTITUTIONS, ETC.

IN BULK OR PACKED HOME & EXPORT WHOLESALE & RETAIL

C. TOLKIEN & CO. LTD.

MALT EXTRACT WORKS
SILSDEN, Yorkshire

Telephone: STEETON 69 *Telegrams:* REMOGEN, PHONE, STEETON

A large selection of attractive "own name" labels is available. Liberal display material supplied with all orders. Also price tickets, etc.

London Address: **461a CALEDONIAN ROAD, N.7** 'Phone North 5047

A BLOOD & NERVE FOOD FOR USE IN ANÆMIA

BAN-ÆMIA

A preparation of Malt Extract with added Vitamins A, B, C, and D. with desiccated Liver substance

Retail Prices: 2/-, 3/6, 6/6 Jar

JEFFREYS, MILLER & Co., Ltd.

LEYLAND MILLS *Nr.* WIGAN

WHEAT BRIDGE MILLS, CHESTERFIELD & 168, OLD STREET, LONDON, E.C.1.

Now is the time . . . . .

to display

DRUMMER DYES

because your customers are seeking ways of saving money on clothes

safe easy

and sure

EDGE'S BOLTON

DDT 8-33

There is no shadow of doubt about the Supreme excellence of the "Town Talk" Impregnated Silver Plate Cloth.

USED by Silversmiths to preserve the beauty of their own wares, it is SOLD by the leading hardware Stores in the country and is ASKED for by housewives everywhere.

It has no rival for cleaning Gold, Silver and Electro Plate and is advertised continuously in the National Daily Newspapers and Women's Journals.

Stockists don't have to SELL "Town Talk"— they are asked for it.

Link up with our energetic Sales Service.

Order from
JAMES WOOLLEY, Sons & Co., Ltd. Manchester
AYRTON, SAUNDERS & Co., Ltd. Liverpool
BROOKS & WARBURTON, Ltd.
GOODALL, BACKHOUSE & Co., Leeds
MAY, ROBERTS & Co. Ltd., London
or direct from the sole makers.

Terms and samples from :—

TOWN TALK POLISH CO., MANCHESTER

don't throw away these days of EXTRA PROFIT

Procrastination is the thief of profit. Every day you delay putting in your Brylcreem display you miss good business and goodwill. **Do it NOW!**

Only 4 weeks more of the Brylcreem Competition

£80 in PRIZES

Thousands of stockists know Brylcreem as the best window seller. You'll find it too. Have your Brylcreem window photographed **NOW** and send it in right away.

ACT NOW **SEND IN YOUR BRYLCREEM DISPLAY PHOTO NOW**

THE COUNTY PERFUMERY CO., BRADFORD ST., BIRMINGHAM

Your Customers' Hair needs

SILKODONO

YOUR PROFIT 80%

There is no preparation on the market to beat **SILKODONO** for Dandruff, Scalp Irritation, Falling Hair: **SILKODONO** greatly encourages the growth of the Hair, and as for Easy Setting and Beautifying the Wave, you need only try it and you will never use anything else.

PRICES AND BONUS:

SILKODONO,

1/6 size	-	12/- per doz.
2/6 ,,	-	20/- ,,
4/6 ,,	-	36/- ,,

2 FREE Bonus with each dozen.

SILK'S TOILET Co., 8 & 9 Red Lion St., London, W.C.1

JACKEL'S

OILAFIX

Here is a new composition—quite apart from Jackel's Original Hair Cream, and not a competitor—specially prepared to meet an actual demand for an oily preparation.

Already Oilafix has made a hit and we recommend you to stock it, together with the Original Jackel's Hair Cream.

OILAFIX *Trade Terms:*
12/- per doz., retailing at 1/6 per bott.
20/- per doz., retailing at 2/6 per bott.

JACKEL'S HAIR CREAM
11/6 per doz., retailing at 1/6 per bott.
18/- per doz., retailing at 2/6 per bott.

JACKEL et CIE (of Paris) Ltd.
GLASGOW, C.2

Profit by the public preference for

Note the **NEW SCREW CAP**

ANZORA

CREAM & VIOLA

BOTH MASTER THE HAIR

Ten million regular users of ANZORA means hundreds of regular customers for **you**—if you stock this famous hair-fixative! Don't trifle with substitutes—stock and sell this All-British product that gives your customers satisfaction and gives **you** a large profit! Two kinds, three sizes — **one** quality — the BEST!

ANZORA PERFUMERY CO., LTD.
London, N.W.6

TRADE TERMS

SMALL SIZE, retailing at **1/-** each, **8/-** a dozen.

MEDIUM SIZE, retailing at **1/6** each, **12/-** a dozen.

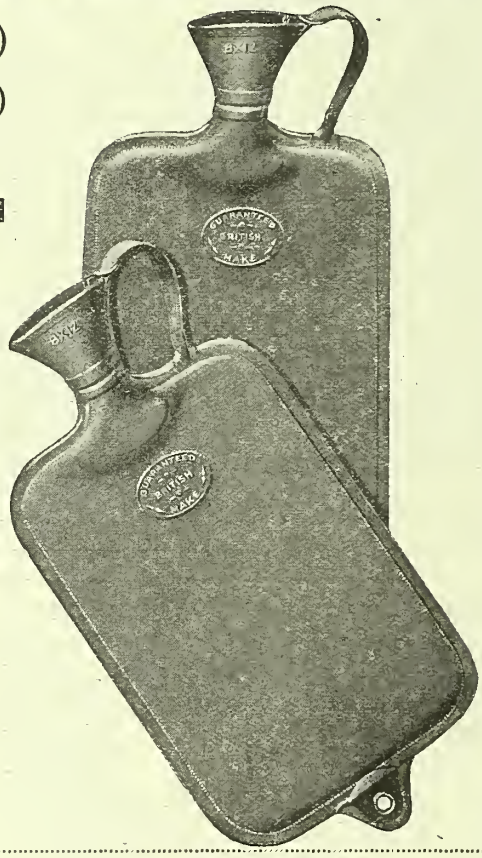
LARGE SIZE, retailing at **2/6** each, **20/-** a dozen.

These prices do not apply to the I.F.S.

SOUTHALL'S
RELIABLE
HOT WATER BOTTLES

The "DALTON" (grey rubber)
The "SUPERB" (red rubber)

HEAVILY REINFORCED
FABRIC LINED BEST ENGLISH
GUARANTEED 2 YEARS
Name and Address, 3 dozen lots



"PRIORY"
MOULDED BRITISH
HOT WATER BOTTLES
Thoroughly Reliable Guaranteed one year
Embossed surface, assorted colours, two sizes only

Fill this in and post it to :—

SOUTHALL BROS. & BARCLAY, Ltd.
LOWER PRIORY,
BIRMINGHAM

Please post me your prices for Rubber Hot Water Bottles

Send me samples of **DALTON**
(Strike out any not required) **SUPERB**
PRIORY

Name slip here

MAW'S CHEMISTS' OWN NAME PACKED GOODS

Maw's Own Name Packed Goods give the touch of quality to your pharmacy. They single you out as a progressive pharmacist with modern ideas. All lines are admirably produced and three distinct designs are available. You need never use the same design as a neighbouring chemist.

High Quality—Competitive Prices—Generous Profits.
Uniform packing for bottles, pots and cartons.
Good quality bottles with metal screw caps.
All bottles wrapped in Transparent Tissue.
Three Brands:—Discus, Chevron, M.
Attractive Showcard with every line.
Twenty popular lines in a variety of sizes.

M·AW · LONDON & BARNET

"HARLENE"

HAIR TOILET PREPARATIONS

occupy an unrivalled position. Famous for over 40 years for their quality and efficacy they enjoy a continuous and regular demand.

Thousands daily practise "Harlene-Hair-Drill."

"HARLENE"
HAIR GROWER

"CREMEX" SHAMPOO

"UZON" BRILLIANTINE

"HARLENE"
WAVE SETTING LOTION

"ASTOL" for GREY HAIR

STOCK *these* LINES

EDWARDS "HARLENE"
CAMOMILE
Golden Hair Wash
In three sizes, 1/3, 3/- and 5/-. Featured in our Advertising in conjunction with EDWARDS "HARLENE" LIQUID SHAMPOO in one size only at 1/3 per bottle. Making a special appeal to the Fair-Haired Lady and creating a new fashion
"Sunshine Blonde"

"JUNOFLORIS"
Spring Breath
TABLETS
A scientific breath and mouth deodorizer. NOT a scented cachou. In tins, three sizes, 7½d., 1/1½d. and 3/-
DENTIFRICE
An ideal Teeth Cleanser possessing similar breath purifying properties. In tubes, two sizes, 7½d. and 1/1½d.
SKIN CREAM
An excellent quality Cream with a discreet perfume. For night use. In dainty green jars, price 1/3d.
VANISHING CREAM
An excellent Vanishing and Cleansing Cream for day use. In pink jars, price 1/3d.

There is always an extensive Advertising Campaign in operation for "Harlene" Hair Toilet Preparations in the National and Periodical Press. Secure your share of this business by maintaining a full range of these Best Sellers in stock

EDWARDS HARLENE LTD.

20/26 LAMB'S CONDUIT STREET, LONDON, W.C.1

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"LAVENDER" SERIES

- *Liquid Brilliantine Retail* **6d.**
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Meet the growing demand for low priced toiletries SUCCESSFULLY !

CUSSONS' "Lavender" Series are of excellent quality. Every item offers exceptional value—and yet yields to the Chemist a good margin of profit. Only the vast and recently increased resources of the Cussons organisation could put such value in *such* attractive "Packings."

Cussons'
KERSAL VALE
MANCHESTER

This "Olde English Lavender" Series means entirely new business for YOU. Don't miss it. Write to-day for fullest information and trade terms.

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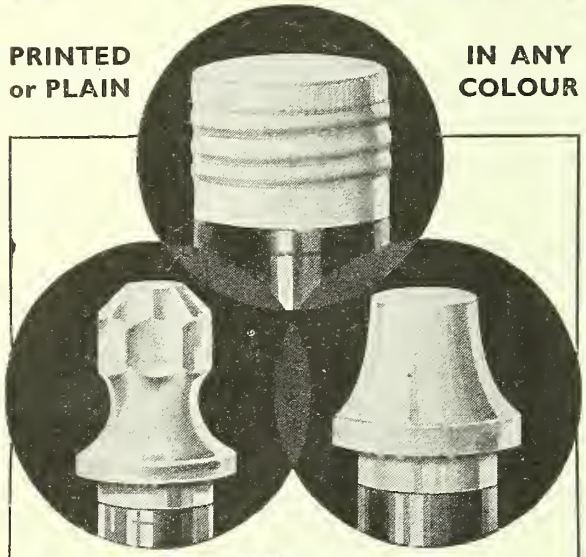
VISKAP
SELF-FIXING
BOTTLE CAPS

PRINTED or PLAIN

IN ANY COLOUR



PROTECTION
first, last and all the time is definitely assured when your product is sealed with a Viskap. Place a wet Viskap in position—let it dry—seals as it shrinks. Perfectly hygienic. Entirely British.

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VISCOID MOULDINGS
OF ALL DESCRIPTIONS
FROM
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Send us your enquiries.

We have a reputation of many years of service and quality to keep up and are anxious to help you.

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OF EVERY DESCRIPTION

Send us your Enquiries, and compare our prices.
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ESTABLISHED 1844.
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METALLIC CAPSULES
for all purposes.

The Tonkin Metallic Capsule Co.
Proprietors - C. Olley & Sons, Ltd.

WE MAKE
GLASS BOTTLES
AND CAN GIVE YOU GOOD QUALITY AT LOW PRICES

Ask us to quote for
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or any other kind

Wm. HANSON & SONS, LTD.
ROSEGROVE - - BURNLEY
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NOW BRITISH MADE
WAGNER'S DRY BOTTLE CAPS
BEST IN QUALITY & APPEARANCE

Self-Fixing
R.V. WAGNER
33 BROOKE ST., LONDON, E.C.1 *Tel.: Holborn 5090*

PAPIER POUDRÉ

We have extended the scope of our advertising and this now represents a circulation to over

4 MILLION WOMEN

This direct extra publicity is bound to increase sales. **SO KEEP PAPIER POUDRÉ ON SHOW.**
Sold in the new 1 dozen Display Outers by all Wholesalers, or direct from :—
PAPIER POUDRÉ LTD., 46 Baker Street, LONDON, W.1.

Yes! STAINLESS

—not Chrome Plated—

to SELL at this price!

Rodgers' Stainless Scissors at this exceptionally low price open up an entirely new source of business. Be one of the first to show them. No. P1188 Nurses' 5 in. Scissor, Stainless throughout. 3/- per pair

—and made by RODGERS

JOSEPH RODGERS & SONS, LTD.
Cutlers to His Majesty. No. 6 Works, SHEFFIELD.

IT WILL PAY YOU TO

BUY "OCEAN" BLADES

NO BETTER BRITISH-MADE BLADE ON THE MARKET

8/- PER GROSS
125% PROFIT
SAMPLES FREE to genuine enquirers

Scientifically made of first quality Steel, in our own British factory. The Blade that builds permanent custom. Millions in use. Handsome profit and no risk. Attractive Showcards. Stocked by leading wholesalers. If any difficulty, write direct, enclosing cheque or P.O. to :—

CONQUEROR BLADES 5/6 Gross
Retail 12 for 1/-.
The finest and swiftest selling penny blade on the market. Made of the best Silver Steel. (Free Samples on request.)

OCEAN BLADES (Gt. Britain), LTD.
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Blades made under Customers' Own Name. State quantity.

OVER 53%!! This Profit on your outlay is guaranteed to you by **The FLEET Blade**

A Sheffield Product from the Molten Steel to the Finished Blade.

Retails at 3 for 7½d.

Liberal trade-making samples given to new stockists. | Bonus offered for Window Displays.

Sample and terms from sole makers :—
DOMINION STEEL CORPORATION, Ltd.
Fleet Works, Queen's Road, SHEFFIELD.

G. B. KENT & SONS, LTD.

Are known the World over as the Largest Manufacturers of

BEST BRITISH BRUSHES

Please write for full Particulars to :
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ANTISEPTIC CREAM

FOR THE SKIN AND COMPLEXION

Invaluable during the Summer months for Soothing and Protecting the Skin, rendering it soft and supple. Useful either as a Day or Night Cream.

In white pots, with bakelite caps, black and red labels.

1-oz. **8/6** per doz. pots. 2-oz. **15/-** per doz. pots. 4-oz. **25/-** per doz. pots.

New and Attractive Show Card FREE.

CHEMIST'S OWN NAME AND ADDRESS PRINTED FREE ON 3 DOZEN.

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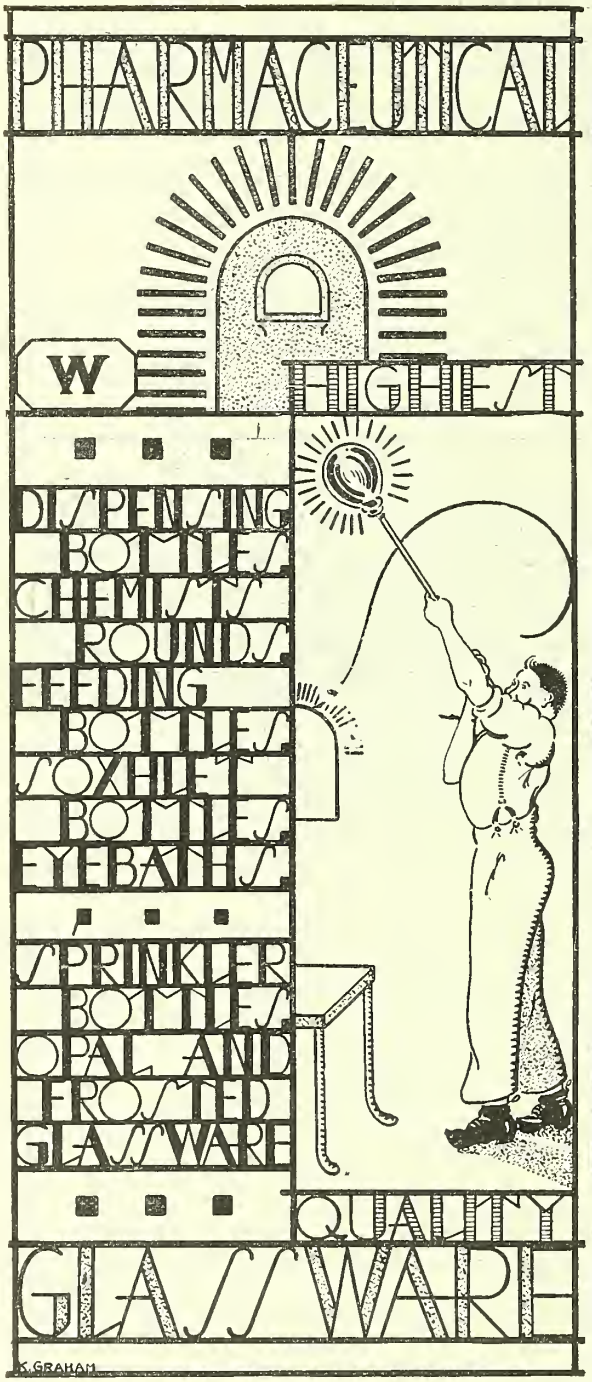

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LIMITED
(ESTABLISHED 1828)
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TAPERED, PYRAMID, DOMED AND FLANGE **CORKS**

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NURSE HARVEY'S MIXTURE

A safe, simple and reliable remedy for Children's Ailments is advertised so extensively in the daily and weekly Press as to bring mothers to the retailer without effort on his part.

The selling has been done before the mother reaches the chemist, and, having supplied her, it is only common sense to claim she will buy other family necessaries from him. Moreover, the continuous demand for it produces a quick turnover.

For Direct Terms apply to—
OSCAR SCRUTON & CO., YORK

WE OFFER A BOTTLE CAPPING

GIVING THE FOLLOWING ADVANTAGES:—

Speed of operation—
Perfection of finish—
Minimum waste.

IN STANDARD COLOURS: BLACK, RED, WHITE or BLUE

Special colours and shades to order.

PRICE:

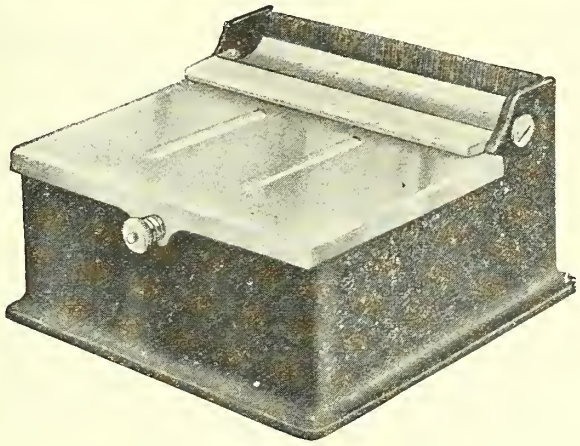
12/- to 15/- per gallon according to quantity.

May we give you the pleasure of testing it? Write for sample C.S.1 to:—

DOPE DEPARTMENT,
British Celanese Limited, Celanese House, Hanover Square, London, W.1.

Have you tried the new

ALL BRITISH LIGHTNING LABELLER



It's absolutely efficient, simple and foolproof—cannot get out of order. It helps you to make the most of your gummed labels—enables you to banish all old-fashioned methods and to halve the money and time spent on packing

Made in two sizes :—

No. 1.	No. 2.
Damping width 4½ in.	Damping width 9 in.
20/- net.	**30/- net.**

Send for a copy of The Labeller Leaflet.

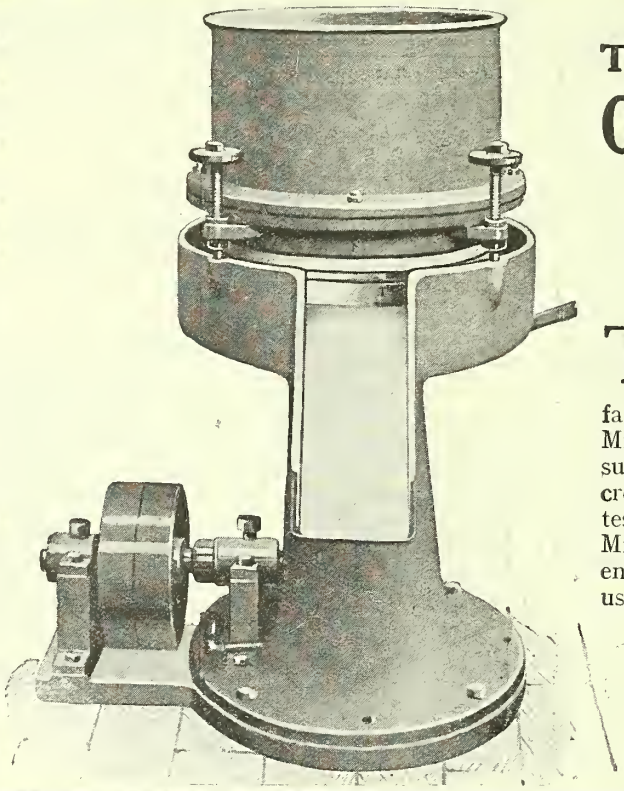
ASK YOUR PRINTER FOR LABELS PRINTED ON

Samuel Jones' NONCURLING GUMMED PAPER

It's the paper that makes the difference.

SAMUEL JONES & CO. LTD.

Makers of Gummed Tapes and Sealing Machines.
BRIDEWELL PLACE, LONDON, E.C.4.



The Latest Triumph in
OINTMENT MILLS

THIS ILLUSTRATION SHOWS THE NEW
SUPER SPEEDY MILL

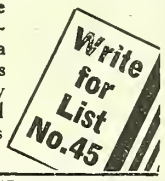
THERE are now approximately 300 of S. W. WILKINSON's original Speedy Mills in use by British and other Manufacturing Chemists. A number of the new Mills are now in use and are giving much success and pleasure to the users and much credit to the designer and maker. Splendid testimonials have been received. The new Mill is the result of nearly 20 years' experience with the original Mill and the various uses to which it has been applied.

S. W. WILKINSON & Co.
Chemical Engineers
Western Road - - LEICESTER

SOAKING BRUSHING & RINSING EQUIPMENT

for anything from a Vial to a Winchester!

WE have recently published a new booklet dealing thoroughly and practically with all equipment cleaning problems from those of the Dispensing Chemist to the Large Manufacturing Chemist. May we send you a copy, as soon as it is released? Please apply early (on your usual business heading) as the edition is limited.



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DISTILLED WATER AT $\frac{1}{3}$d. PER GALLON

By using Brown's Patent Automatic Water Stills pure distilled water may be obtained at the above cost, using steam at any pressure between 30 and 100 lbs. per square inch. The product is pure distilled water, *not* condensed water from steam service pipes.

Full particulars free on application. Enquiries are not followed by personal call.

MADE ALSO FOR GAS HEATING
BROWN & SON, LTD
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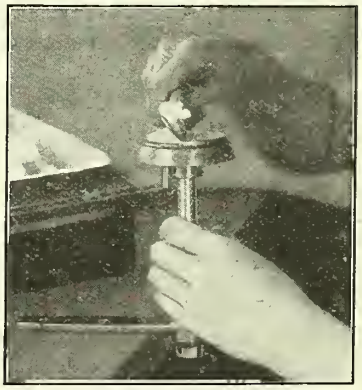
FILL YOUR TINS IN HALF THE TIME
WITH THE NEW
"HANDY-FIL"
(PATENT APPLICATION NO. 20479)

The invention of a practical man. A simple and inexpensive device suitable for either the individual chemist or the manufacturer. Obviates waste and saves time when filling B.P. ointments, etc., in cold state. Needs no preparation, and by use of interchangeable dies, various sizes can be filled. So simple that the most inexperienced girl can operate.

PRICE (with one Die) 25/6. Extra Dies 10/- each (carriage paid).
When ordering please send sample of tin (or tins).



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L. T. LAUDER 4 MILES HILL STREET, LEEDS, ENG.

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WHEN YOU SEND OUT A PIECE OF PRINTING, WHATEVER FORM IT MAY TAKE, IT REPRESENTS YOU OR YOUR FIRM IN A MOST DEFINITE MANNER. IT WILL ALSO CREATE AN IMPRESSION—AN IMPRESSION THAT WILL EITHER BE GOOD OR BAD. IF YOUR PRINTING HAS BEEN GIVEN THE THOUGHT IT DESERVES AND ENTRUSTED TO A GOOD PRINTER FOR ITS FINAL PRODUCTION, THERE IS NO NEED TO WORRY VERY MUCH ABOUT THE IMPRESSION IT WILL CREATE. YOU WILL BE ABLE TO FEEL SURE THAT IT WILL SPEAK TRUTHFULLY FOR YOU AND YOUR PRODUCTS. IT WILL CREATE THAT ALL-IMPORTANT "GOOD IMPRESSION" AND IT WILL ALSO CREATE A HAPPY WELCOME FOR THE REPRESENTATIVE WHO FOLLOWS IN PERSON. IT WILL HELP TO CHANGE THOSE WELCOMES INTO ORDERS, SALES, MONEY! THEREFORE, WORK OUT YOUR PROBLEMS WITH A GOOD PRINTER.

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THOMAS WAIDE & SONS LTD., The Printers, KIRKSTALL ROAD, LEEDS.

"STERAID" Regd. Dressings

Patent No. in Great Britain 221761/1924 and patented in all the principal foreign countries.

Patent Rotating Canister packing to retain aseptic conditions. In use, only the amount required is withdrawn and cut off. The remainder is not exposed

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	Minimum Public Prices Each 6-yd.	3-yd.	1-yd.	Minimum Trade Prices Per Doz. 6-yd.	3-yd.	1-yd.
Sal Alembroth, Sublimate, Carbolic, Boric	1/11	1/2	-/7½	17/3	10/6	5/7½
Plain Absorbent	1/8	1/0½	-/7	15/-	9/4	5/3
Double Cyanide	2/-	1/2½	-/8	17/6	10/7	5/9
Iodoform 5%, Picric	2/8	1/6½	-/9	24/-	13/10	6/9

LINTS. PLAIN and BORIC.

	Min. Public Prices	Min. Trade Prices
2 in. wide	9d. each	6/9 doz.
4 "	1/0 "	8/0 "
6 "	1/6 "	13/6 "

ORDER THROUGH USUAL WHOLESALER.

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'Phone: Stockport 2794 and 4166. London Office: SOUTHAMPTON ROW, W.C.1 Wires: "Undisputed, Stockport."

INCREASE YOUR SALES

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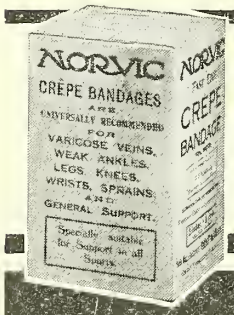

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BLUE CARTON CRÊPE BANDAGES

A small window or counter display brings handsome profits

FULL. 33⅓% P.A.T.A.

Sole Manufacturers:
GROUT & CO., LTD.
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SANITARY TOWELS

made by

The ORIGINAL and Most Popular

The "K." All wool in knitted cover, very soft.

The "CELTEX." Made of Cellulose for easy disposal.

FROM YOUR WHOLESALE HOUSE, PLEASE

SOUTHALLS

The "BURMEX" REGD BRAND

is made by a special Heat-Cured Process and is guaranteed not to deteriorate in either Home or Tropical climates for at least 2 years. Carefully tested and Warranted Absolutely Perfect.

Send for free sample to

A. BERMAN & SONS,
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PRICE
24/-
Per Gross

From the usual Wholesalers or direct—
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CHEMISTS' FITTINGS
OF EVERY DESCRIPTION.
NEW AND SECONDHAND.

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One of
THE BIG-SIX SELLING LINES

"HANSLICK" HAND CLEANER

A SUPERFINE TOILET NECESSITY

Removes all GRIME, GREASE & STAINS without injury to the most delicate skin. Acts as an antiseptic, non-injurious to the nail cuticle, thoroughly cleanses the pores

In 2d. packets, 6d. and 9d. tins

Trade price 16/-, 48/- and 72/- per gross, carriage paid

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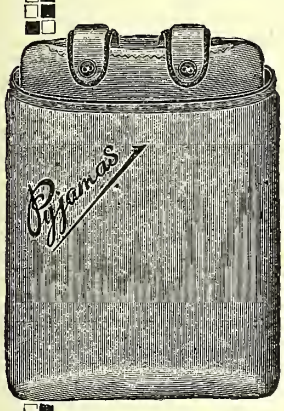
HOT WATER BOTTLE COVERS



NO. H. 150
With pocket for Pyjamas.

NO.
H. 14a VELOURS, with slogans, "Good Night," "Happy Dreams," etc.

H. 14k VELVET CORDUROY in assorted art shades.

H. 150 VELOURS, with Pyjama Pocket.

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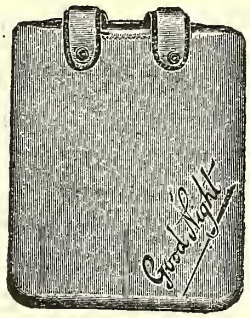
IN THE BEST STYLES
AT THE BEST PRICES
WRITE TO THE MANUFACTURERS



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PRICES AND SAMPLES ON APPLICATION

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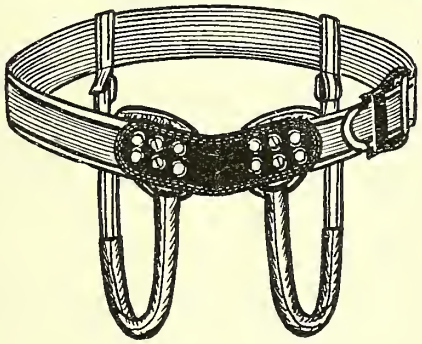
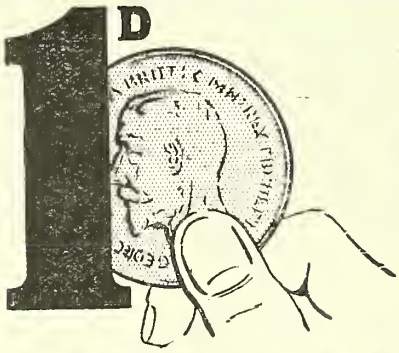


WE SPECIALISE IN ALL TYPES OF ELASTIC TRUSSES & CAN GIVE IMMEDIATE DELIVERY

THE R. H. HEWARD COY.
CROWN ROAD WORKS
TWICKENHAM, ENG.
'Phone: Popesgrove 2094. 'Grams: "Beltruss, Twickenham."

Best sellers
The public is asking for ZEAL CLINICAL THERMOMETERS because they are:-
GUARANTEED TO STAY ACCURATE
CONSISTENTLY ADVERTISED



AND 50% PROFIT ON COST

Take advantage of this generous business offer Now—for the benefit of your business and the satisfaction of your customers—there is money in PAM Sanitary Towels. Send your order off to-day.

COMPRESSED (loop or tab ends), individually wrapped, packed in dozens.

SOLUBLE (loop or tab ends) — in cartons.

STANDARD—de luxe cotton wool, in packets.

FREE

1 DOZ. ANY 6d. PACKETS with 45/- ORDER

½ doz. any 6d. packets free with 25/- order

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PAM

SANITARY PADS

The only 1d. Ladies' Towel individually packed.

Representatives wanted on commission to secure further distribution to the trade. State connection and territory, and other representations.

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SALES SERVICE

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THE WINNING DISPLAY

in the Window Dressing Competition at the Chemists' Exhibition was by Messrs. McCLURE YOUNG & Co., Ltd. Manufacturing Chemists, London, S.W. 13. ALL THE LABELS & SHOWCARDS used were designed and printed by us.

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And 54, Farringdon St., E.C. 4.

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DAY, EVENING and REVISION.
1 or 2 or 3 days a week PART TIME.

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Principal—H. LUCAS, Ph.C., F.C.S.
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NEW COURSES for both parts start on **October 6. Part I,** 6 months, **fee 20 guineas ; Part II,** 9 months, **fee 30 guineas.**

The "Once a Week" Classes begin on **October 12th, Junior** and **Senior** Classes. Fees from 1 guinea per term.

FOR ALL PARTICULARS APPLY THE PRINCIPAL

MEDWAY

CORRUGATED PAPERS

(in rolls up to 78 inches wide)

PIECES, BOARDS & BOXES

All corrugated productions are manufactured from our own British made strawpaper, produced from British raw materials only.

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Whose Money?

WHEN mistakes, forgetfulness and temptation take toll of the takings . . . . whose money is short?

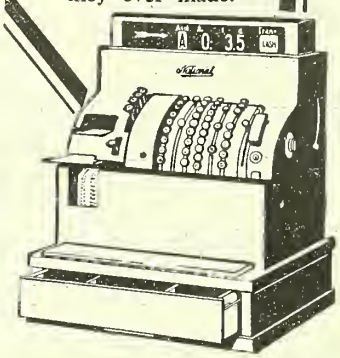
Wholesalers, assistants, rent, rates, taxes and other overheads must be paid. Whenever cash leakages occur IT IS THE PROPRIETOR WHO LOSES.

That is why thousands of retailers throughout Britain declare that their adoption of a

National

CASH REGISTER

is the best investment they ever made.



"NATIONALS" embody every Cash Register feature of proved value. They not only reveal and stop profit leakages . . . they enable alert retailers to INCREASE profits, and to do it with much less work and worry.

Full details about a "National" that will meet your needs exactly await your request. Write and tell us your problems to-day. Every machine is offered on easy terms and enquiry involves no obligation.

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Your Opportunity to

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PRACTICAL WORK. Personal tuition in the practical work is a distinctive feature. Students can avail themselves of the practical classes held during examination times when they are in London.

Expert Tuition for the SIGHT-TESTING DIPLOMAS of the Worshipful Company of Spectacle Makers (F.S.M.C.); the British Optical Association (F.B.O.A.); the National Association of Opticians (F.N.A.O.; or the College of Optics (F.C.O.)

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COMPOUND ESSENCE for EAU de COLOGNE LUX

Prepare high class Eau de Cologne With
ESSENCE COMP. pour EAU DE COLOGNE LUX "ESPERIS"
From The Fresh & Best Italian Oils
One dose per pint: - 100 Grs. for s 12 Postfree

ESPERIS - Via Bollo, 4 - MILAN (ITALY).

"VITAMIN TESTED YEAST"

Yeast specially prepared for medicinal purposes.

GUARANTEED ABSOLUTELY PURE.

MIDGLEY & PARKINSON, LTD.
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(MOLSON BRAND)

Obtainable from the usual wholesalers or the makers

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SHADEINE

FOR TINTING GREY HAIR

This popular article is largely advertised and stocked by all Wholesale Houses.

Trial size 8d. per doz.	6/-
1/4 size, per doz.	12/-
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THE CHEMIST AND DRUGGIST

A Weekly Journal of Pharmacy, the Drug, Chemical and Allied Trades

The official organ of The Pharmaceutical Society of Ireland, The Chemists' and Druggists' Society of Ireland, and of other Chemists' Societies in Overseas Dominions

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News of the Week

Import Duties Act—Exemption Order

H. M. Treasury give notice that under subsection (3) of Section 1 of the Import Duties Act, 1932, the following classes of goods have been added to lists of goods exempted from duty, as and from August 30, 1932:—

White arsenic.

Maps; architectural or engineering designs; hydrographic charts.

Import Duties Act—Additional Duties

The Additional Import Duties (No. 6) Order, issued by H.M. Customs in September 2, provides for the following increased rates of duty on the classes of merchandise mentioned.

Scissors (other than secateurs, but including tailors' shears) and blades and blanks therefor, made wholly or partly of steel or iron: (*a*) Not over three inches in length, such rate of duty as will, with the general *ad valorem* duty chargeable under section 1 of the Import Duties Act, 1932, amount to two shillings a dozen pairs, or 20 per cent. of the value of the goods, whichever is the greater. (*b*) Over three inches but not over five inches in length, three shillings per dozen pairs, or 20 per cent. of the value of the goods, whichever is the greater. (*c*) Over five inches in length, three shillings and sixpence per dozen pairs, or 20 per cent. of the value of the goods, whichever is the greater.

Paints, painters' enamels, lacquers, varnishes and printers' inks.

Distempers, whether dry or not.

Pigments and extenders (whether dry or with oil or other medium), other than the following:—Natural dyes; synthetic organic dyestuffs, colours and colouring matters; dry earth colours; barytes; silica; graphite; and carbon black from natural gas, an additional duty of 10 per cent., which, with the general *ad valorem* duty of 10 per cent., makes the total import duty 20 per cent.

Kraft and imitation kraft, machine-glazed paper (other than fully bleached white poster), greaseproof and imitation greaseproof paper, glazed imitation parchment, and glazed transparent paper, whether coated or otherwise treated in any manner or not, of a weight when fully extended equivalent to more than 7 lb., but not more than 90 lb., to the ream of four hundred and eighty sheets of double crown measuring thirty inches by twenty inches, but not including (*a*) paper which forms part of another article, or (*b*) paper imported solely for the purpose of being spun into yarn, an additional duty of 15 per cent., which, with the general *ad valorem* duty of 10 per cent., makes the total import duty 25 per cent.

Hair combs, an additional duty of 10 per cent., which, with the general *ad valorem* duty of 10 per cent., makes the total import duty 20 per cent.

These increased duties came into operation on Tuesday, September 6, 1932.

The Confectioners' Exhibition

The thirty-sixth International Exhibition and Market of the Confectioners, Bakers and Allied Trades was held at the Royal Agricultural Hall, London, N., from September 3 to September 9 inclusive. Perhaps the most interesting feature in this exhibition is the keenness shown in the competitions; some of the window-display sets are magnificent examples of the confectioner's art. The following had stands of interest to the drug trade:—AUTOMATIC SCALE CO., LTD. (scales and weighing machines); THE BIRMINGHAM CHEMICAL CO., LTD. (flavouring essences and essential oils); BLACKWELL, HAYES & CO., LTD. (essences and food colours); THE BRITISH DIAMALT CO. (malt extracts); DUDLEY & CO., LTD. (shop fittings); WILLIAM GARDNER & SONS (GLOUCESTER), LTD. (machinery); THE GENERAL ELECTRIC

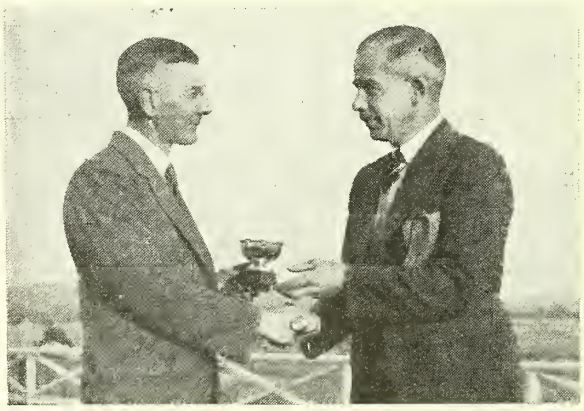
Co., Ltd. (electrical equipment); The Grandex Cycle Co. (cycles); The Hobart Manufacturing Co., Ltd. (electrical machinery); The Imperial Shopfitting Co. (shopfitting); J. C. King, Ltd. (showcases); Montgomerie & Co., Ltd. (Bermalene preparations); The National Cash Register Co., Ltd. (cash registers); Perry & Hope, Ltd. (essences, flavours, etc.); Robinson & Sons, Ltd. (cardboard containers); Standard Yeast Co., Ltd. (yeast); H. Thompson & Co.'s Idolin Specialities, Ltd. (essences, essential oils, etc.); Venesta, Ltd. (cases).

Testimonial to Mr. Herbert Skinner

We are reminded by Mr. G. F. Weiss, Tottenham, London, N., of the complimentary dinner to Mr. Herbert Skinner to be held at the Criterion Restaurant, W., on October 6, when many friends will congratulate him on attaining his half-century in pharmacy. A first-class dance orchestra has been engaged, and Mr. Walter Glynne, the famous tenor, is bringing a company of artists. Mr. and Mrs. J. C. Young will receive the guests at 6.30 p.m. Seating accommodation is limited to 200, and the committee find it necessary to close the list immediately the requisite number is reached. Remittances should be sent to Mr. G. F. Weiss, 180 Philip Lane, Tottenham, N.15. Telephone: Tottenham 1936.

Manchester Golfing Society

At the meeting of the Manchester and District Pharmaceutical Golfing Society on August 31, at Torking-



Photo] [*Cleworth*

Colonel Stanley Watson (right) Presenting Replica of the Woolley Trophy to Mr. V. Cromack

ton Golf Links, near Stockport, the competition was for the Woolley trophy and replica. This was "ladies' day," but, unfortunately, numerous causes were responsible for the smallness of the number of ladies able to attend. Mr. V. Cromack won the Woolley trophy, by the narrow margin of one stroke, from Councillor R. G. Edwards. In the putting competition (for the ladies) Mrs. Stabler won the prize. After the members and friends had enjoyed the hospitality of James Woolley, Sons & Co., Ltd., who were the hosts on this occasion, Mr. J. H. Franklin (president) called upon Colonel S. Watson, who presented the prizes to the three winners, and expressed the pleasure of the directors in giving a prize. Mr. F. D. Gee proposed a hearty vote of thanks to Messrs. Woolley for their kindness and hospitality. This was seconded by Mr. J. A. Collins and carried with acclamation. The following were the chief scores:—

V. Cromack ...	92—17=75	W. A. Sturdy	82— 2=80
R. G. Edwards	93—17=76	W. Hope ...	100—18=82
T. Miller ...	91—12=79	P. W. Stuart	90— 5=85

The Woolley trophy will be presented, with other prizes, at Northenden on September 21.

Inquests

An inquest was resumed at Minehead, on September 6, on the body of Mr. Arthur J. Hares, Ward End, Birmingham, a shop manager. Analytical evidence showed that 48 gr. of white arsenic was found in the stomach and intestines, and that a packet in the possession of the deceased contained 3.9 oz., which was enough, allowing 3 gr. for each, to kill 624 people. [This calculation evidently refers to troy ounces.—Editor.] The inquest was again adjourned.

At New Brighton, on August 31, a "Misadventure" verdict was recorded after an inquiry concerning the death of Mrs. Elizabeth Smith, a widow, who ate four rat-poison biscuits left on the table by her son, Philip Smith, a traveller. Smith, in evidence, said his employers had informed him that the biscuits were not injurious to human beings. The biscuits were like ordinary edible biscuits, with the composition inserted between them, and there was nothing on them to indicate their nature. The county analyst said that the biscuits contained an appreciable quantity of arsenic, and anyone eating four of them would be getting very near a fatal dose. Death, however, was due to shock and exhaustion caused by the washing out of the stomach. The word "poison" ought to be moulded on the biscuits, or they should be coloured green.

Miscellaneous

Poison-licence applications.—The Blaenpenal and District Agricultural Co-operative Society, Ltd., have applied to the Cardiganshire County Council for licences to sell agricultural and horticultural poisons at Station Road, Tregaron, and at their eleven branches.

In the courts.—At Bolton, on August 31, Percy W. Hardcastle, Bradshawgate, was fined £3 for vending dutiable medicine without having a licence and 10s. for vending it unstamped. It was stated for the prosecution that the defendant sold from his market stall two bottles of patent medicine to an Excise official. Later an officer called at the defendant's shop and purchased a bottle of patent medicine. In both cases the duty had not been paid.—At Marylebone Police Court, London, on September 6, Charles May, White Conduit Street, N., was charged on remand with receiving proprietary medicines valued at £232 (*C. & D.*, September 3, p. 246). Evidence of business transactions with the accused was now given by Lionel V. Camp, Netherlands Road, New Barnet, a traveller, who stated, in cross-examination, that he did not buy from manufacturers but from chemists or anywhere he could get the goods he wanted. Witness added that he paid the accused £274 for chemists' goods. Evidence of purchase from Camp was given by H. Oskotsky, Commercial Road, E., A. Orbach, Chapel Street, N., A. Cowan, South Temple Street, E., and P. Kransky, East Ham. A further remand was ordered.—At North London Police Court, on September 7, William E. Riches (59), chemists' sundriesman, Albert Road, E.; Nicolas Wild (35), labourer, Canal Road, N.; and William Trotman (19), labourer, Dalmoney Road, N.W., were charged with being concerned together in stealing goods value £5 6s., from the warehouse of Francis Newbery & Sons, Ltd., wholesale chemists, Charterhouse Square, E.C. Evidence was given by a detective-sergeant, and a remand was ordered.

Scottish Notes

Brevities

Many chemists are at present on holiday. Evidently the advice given by the *C. & D.* a few weeks ago has been taken to heart.

In addition to the list of Conference papers to be presented in the Science Section at the Aberdeen meeting on September 13 and 14, the following has been accepted:—"Note on the Colouring Matter of Cochineal," by S. Taylor, Ph.C.

As a result of a collision between the Tay Ferries boat "B. L. Nain" and the rear of the buildings at Newport Pier, the premises occupied by Mr. A. Chalmers, chemist and druggist, have been considerably damaged; Mr. Chalmers was obliged to take refuge from falling pieces of lath, plaster and bottles.

Irish Notes

Pharmaceutical Society of Ireland

The latest dates for making application for the October examinations are:—Preliminary, Thursday, September 22; Registered Druggist, Tuesday, September 27; Pharmaceutical Licence, Monday, October 3; Pharmaceutical Assistant, Thursday, October 13. Applications must be lodged by 11 a.m. on the respective dates.

The text of the amended regulations for the Preliminary examination, which will come into force on January 1, 1933, is as follows:—

This examination is compulsory for every entrant to pharmacy, and must be passed prior to the service at pharmacy required by the regulations for the Licence examination, unless such service was commenced before January 1, 1907, and no examination passed after the coming into force of these regulations will be accepted in lieu of this examination.

Preliminary examinations are held on the first Thursday and following day in January and July commencing at 10 o'clock a.m., or on such other dates as the Council may direct. Candidates for the Preliminary examination must give notice in their *own* handwriting, at least fourteen clear days before the date of the examination, of their desire to be examined, according to the following formula:—

"I, ... of ..... desire to be admitted for the Preliminary examination of the Pharmaceutical Society. I herewith enclose certificate of birth and receipt for examination fee."

Signed .....

Baptismal certificates are not accepted. Minimum age, sixteen years. Candidates must write their names in full. The fee for this examination is four guineas, which should be lodged in the Bank of Ireland to the credit of the Society and the receipt forwarded to the registrar with the application. In case of rejection, the fee of four guineas shall be retained, but the candidate may re-enter for a second or subsequent examination on giving a fortnight's notice to the registrar and lodging a re-examination fee of two and a half guineas.

The subjects of Examination are:—English, Latin, mathematics (including metric and imperial systems of weights and measures), Irish, chemistry, botany, physics. The pass standard is 40 per cent. in each subject. The standard of the examination is that of the Leaving Certificate syllabus (pass course). Two hours will be allowed for each paper. A viva-voce test will be made in the case of Irish, chemistry, botany and physics. In awarding marks, spelling, handwriting and neatness of work are taken into account. All subjects must be passed at one examination. A candidate who obtains 70 per cent. of the total marks, and not less than 50 per cent. in each subject, shall be awarded a pass with honours. No particular text-books are recommended.

Coming Events

Monday, September 12

National Pharmaceutical Union, Birmingham Branch; Pharmaceutical Society of Great Britain, Birmingham Branch; Birmingham Pharmaceutical Association. Annual meetings will be held at the Imperial Hotel, Temple Street, at 8.30 p.m., 9 p.m., and 9.30 p.m. respectively.

CHEMISTS' EXHIBITION.—The fourth Chemists' Exhibition in Scotland will be held at St. Andrew's Hall, Glasgow, on September 19-23. Opening by Mr. J. B. McVitae (chairman of Executive, North British Branch of the Pharmaceutical Society).

Topical Reflections

By Xrayser

Pharmacopœia Problems

of one kind or another have been familiar to me since the early days of my apprenticeship, but I have not previously met with one which savours so much of the ridiculous as that so clearly stated by you (*C. & D.*, September 3, p. 255). There may be a way out of the apparent *impasse*, but that way should be indicated by the General Medical Council, as the body responsible for leading up to it. Meanwhile analysts who specialise in causing chemists and druggists needless trouble will have had suggested to them a method of harassing us that could hardly be improved upon for its humorous aspect. If we dispense pure extract of male fern when ordered in a prescription by a medical man, we may be prosecuted for supplying a preparation which is not in accordance with the official standard; if, on the other hand, we dispense an extract standardised in accordance with the B.P. instructions, we may equally incur liability under the Food and Drugs (Adulteration) Act.

The Aberdeen Conference

is likely to prove notable for more reasons than one, not the least important being the handsome way in which you have prepared intending visitors to the granite city for the wonderful sights waiting to gladden their eyes. Aberdeen chemists should feel greatly indebted to you for showing what natural beauties surround them and what their city offers in the shape of entertainment, and I shall be surprised if we do not learn that the Conference of 1932 was a record gathering. It is interesting to note, by the way, that practical pharmacy is providing the subject-matter of so many of the papers to be submitted for discussion at the Science Section of the Conference. This savours to some extent of a revival and is greatly to be welcomed. Curiously enough we shall be having problems suggested by the new British Pharmacopœia discussed before the book itself has been seen by more than a favoured few of us.

Proposed New Terms

for National Health Insurance dispensing are not, apparently, to be anything like so favourable to chemists on the panel as are the terms in accordance with which we are at present rendering service; but it has for some time past been anticipated that we might expect, at the very least, to be deprived of the so-called bonus which has provided so welcome an addition to our payments during three out of the past five years. We shall be lucky if, during the next year or two, our accounts are paid in full, or approximately so; and it is comforting to learn that the Minister of Health is not unwilling to make special provision against our suffering loss through any abnormal increase in the amount of our accounts for any particular year (*C. & D.*, September 3, p. 250). This I assume to mean that special provision may be made for meeting excessive demands on the drug fund due to the occurrence of epidemics. On the other hand, it is sad news that the present Minister of Health is not disposed to retain Clause 4 (4) of the chemists' terms of service as part of the Medical Benefit Regulations, since this will almost certainly result in a return to the practice of allowing "divi" on prescriptions for medicines dispensed by co-operative societies, and I am glad to learn that the N.P.U. Executive does not intend to take the Minister's ruling on this point as final.

Legal Reports

Bismuth Dyspepsia Tablets.—At the Mansion House Justice Room, London, on September 1, Mr. John G. Edwards, Ph.C., King Street, E.C.2, was summoned at the instance of a sampling officer for having sold bismuth dyspepsia tablets that were deficient in bismuth oxycarbonate to the extent of 32 per cent. and in sodium bicarbonate by 30 per cent. The Dubarry Perfumery Co., Ltd., Hove, were summoned on the same information for giving to Mr. Edwards a label falselv describing the tablets. The facts were not disputed. Mr. W. E. J. McDonnell prosecuted on behalf of the City solicitor. Sir Shirley Worthington-Evans, who defended, remarked that the Dubarry Co. was a firm of the very highest reputation. They made these drugs up in the mass, which was sent to another firm to be turned into lozenges. The Lord Mayor: I see that each tablet should weigh 14 gr., instead of which each was only 13.8 gr. in weight. Perhaps there is a certain amount of evaporation? Counsel: That is so. It is clear that the mass was mixed in proper proportions before it left the works. There was no suggestion here of any deliberate fraud. I ask your Lordship to deal with this case from the point of view that this is a company with an exceedingly good reputation, which has been manufacturing drugs for thirty-five years, and they have never had a complaint before. There has obviously been a mistake. Mr. McDonnell said that with regard to Mr. Edwards, he was a perfectly innocent agent, and with the consent of the Court he would withdraw the summons against him. The Lord Mayor: I am quite prepared to allow that. What strikes me is that what was done here does not seem to have been done deliberately; it was not a vicious sort of deception. On the other hand, it does strike me, too, that people who are responsible for putting on the market and selling to the retailer drugs in the mass to be made up into lozenges ought to take the trouble to check the ingredients and make certain that the proper quantities were being used. I don't say that in neglecting to take this precaution there was any ulterior motive; but a firm of this standing ought to be fully aware of their obligations. So I think they must incur some slight fine for their carelessness, which I impose without any reflection on their intentions. The penalty will be £5, and £8 8s. costs.

Merchandise Marks Act, 1887.—At Thames Police Court, London, on September 1, Alfred Donner, Watney Street, E., Harry Gritz, Cable Street, E., Jacob Goldberg, Albion Road, N.16, C. S. Ellis, Bevis Marks, E.C., C. Ellis and H. Fitzgibbons, both of the same address, were charged with offences under the Merchandise Marks Act, 1887. Mr. John Maude prosecuted on behalf of E. Griffiths Hughes, Ltd.; Mr. Shanley represented Goldberg and Gritz; and Mr. Garland appeared for C. S. Ellis and Fitzgibbons, Donner being unrepresented. The charges were that on June 6, C. Ellis, Fitzgibbons and C. S. Ellis made certain blocks for the purpose of being used for forging a trade mark, "Radox," contrary to Section 2 (1) (*c*) of the Merchandise Marks Act, 1887. It was stated that on June 5 Goldberg and Gritz caused to be made certain blocks for the purpose of forging a certain trade mark, and again on June 12. They were further charged that between May 1 and August 24 they had in their possession for sale goods to which a forged trade mark, "Radox," had been applied, and with selling certain goods to which a forged trade mark had been applied. Goldberg, Gritz and Donner were charged that on July 6 they had in their possession for sale certain goods to which a certain forged trade mark had been applied. In opening the case, Mr. Maude said that C. Ellis was an old gentleman, very ill at the material times when these blocks were made for forging the name "Radox," and the prosecution did not intend to proceed against him. The summons against C. Ellis was then dismissed, and the other defendants pleaded "Not guilty." Mr. Maude said it seemed as if there had been wholesale forgery of the wrappers of this proprietary bath salt. There had been about 10,000 individual forgeries, resulting in loss of sales, and no doubt loss of customers, because the cartons were packed with ordinary bicarbonate of soda and carbonate of soda. On April 5, Goldberg and Gritz were concerned with an order, Goldberg ordering 5,000 plain cartons; to all intents and purposes, unless closely examined, they were similar to those cartons used for packing Radox, these being ordered from a firm named Putrushkin, Ltd. A further 5,000 was ordered and delivered. They still had to get the wrappers for the cartons, and Goldberg went to a little printer, named Charles Mills, and asked him for these wrappers similar to those of Radox. He was asked to get the necessary block printed, and he went to the firm of which Fitzgibbons and Ellis were partners, Hudson & Robinson, in Bevis Marks. The block was made. The Magistrate: The Merchandise Marks Act puts the onus upon them to inquire. Mr. Maude: Yes. On June 18, continued counsel, Goldberg delivered five gross of these cartons, costing £36, to a man named Meadows, of Bethnal Green. If there had been a sale of £50, very probably Goldberg and Gritz would have had £30 out of the £50, which was substantially worth while. On July 6, Donner called on a Mr. Deitsch, of Burdett Road, who took five gross and paid £50. In May last Gritz rented a small workshop at 247 Cable Street, E., and some very mysterious work went on there, as the blinds were always down and the doors always locked. Goldberg and Gritz worked there, and through cracks in the door they were seen preparing the bath salts. They had an assistant. The goods were brought into the workshop by means of sacks and portmanteaux, and smuggled out. With regard to the blockmakers, they must have known that this block was being made for the purpose of forging a trade mark. The order, coming as it did, should have made them suspicious. The hearing was adjourned.

New Companies
and Company News

P.C. means Private Company and R.O. Registered Office.

Pam Manufacturing Co., Ltd. (P.C.).—Capital £2,000. Objects: To carry on the business of dealers in hygienic sanitary towels and pads for ladies, etc. R.O.: 10 Kingly Street, Regent Street, W.1.

Professor John Harrison, Ltd. (P.C.).—Capital £500. Objects: To carry on business as vendors of certain treatments for rheumatism and uric acid ailments, etc. R.O.: 179-180 Piccadilly, W.1.

British Medicinal Products, Ltd. (P.C.).—Capital £1,000. Objects: To carry on the business of chemists and druggists, patent medicine proprietors and vendors, etc. R.O.: 8 Warrington Road, Croydon, Surrey.

Bursks, Ltd. (P.C.).—Capital £500. Objects: To carry on the business of chemists, herbalists and seedsmen, drug merchants and dealers, opticians, etc. Solicitor: I. Elbogen, 5A Market Street, Manchester.

Chemical Pharmaceutical Co., Ltd. (P.C.).—Capital £1,000. Objects: To carry on the business of chemists, druggists, chemical manufacturers and dealers, etc. Solicitors: Penman Johnson & Ewins, 19-21 Clarendon Road, Watford.

Patent Marketing Co., Ltd. (P.C.).—Capital £1,000. Objects: To carry on the business of manufacturers of and dealers in combs for the hair, chemicals, medicines, plaster of Paris, gypsum plasters, etc. R.O.: 161 New Bond Street, W.1.

Tribo, Ltd. (P.C.).—Capital £1,100. Objects: To acquire certain patents relating to cleaning and polishing devices; to manufacture toilet requisites, pharmaceutical products, etc. R.O.: Langham House, 308 Regent Street, W.1.

STEELE & MARSH, LTD. (P.C.).—Capital £10,000. Objects: To carry on the business of wholesale, retail and manufacturing chemists and druggists, suppliers of toilet articles, surgical requisites, photographic supplies, drug merchants, etc. R.O.: 211-215 Blackfriars Road, S.E.1.

MARLOWS, LTD. (P.C.).—Capital £1,000. Objects: To carry on the business of manufacturers of and dealers in toilet brushes and goods, chemists, perfumers, soapmakers, etc. Solicitors: J. C. Fox, Gamble & Son, Finsbury Court, E.C.

EASTWAL MANUFACTURING CO., LTD. (P.C.).—Registered in Dublin. Capital £12,000. Objects: To carry on the business of packers of chemists', druggists', grocers' and other wholesale and retail traders' sundries, etc. C. T. McKenna, 172 Clontarf Road, Dublin, is the first director.

THE PARK LANE PRIVATE HOSPITALS, LTD. (P.C.).—Capital £55,000. Objects: To adopt an agreement with Sir Douglas A. Shields, K.B., M.D., etc., and to carry on the business of proprietors of hospitals, nursing homes, clinics, etc. R.O.: Norfolk House, Norfolk Street, W.C.2.

Bankruptcy Reports

Re Samuel George Davidson Watson, 14 Huntriss Row, Scarborough, chemist and druggist. The public examination of this debtor was held recently at the Court House, Castle Road, Scarborough, when the statement of affairs showed liabilities of £365 8s. 5d. and assets of £152 9s. 10d., leaving a deficiency of £212 18s. 7d. In February last creditors commenced to press, and the debtor tried to sell the business, but failed to do so. The landlord distrained for rent and the present petition was filed. Proper books of account had been kept. The examination was concluded.

Re Abraham, known as Alfred Abramson, 42 Eric Street, Bow, London, E., chemists' sundriesman, etc.—The public examination of this debtor was held recently at the London Bankruptcy Court, the accounts showing liabilities £173, against assets valued at £77. The debtor stated that he traded from Eric Street, Bow, as a chemists' sundriesman, but was hampered by lack of capital, and owing to recent pressure by creditors he filed his petition. He attributed his insolvency to the failure of the partnership business, lack of capital, and bad buying. The examination was concluded.

A Peep at the New Pharmacopoeia

By F. H. Alcock, F.I.C., Ph.C.

SEEING in the Press that on July 4 the British Pharmacopœia, 1932, would be on view in London, Edinburgh and Dublin, and that those interested in the volume would be permitted to scan its pages and make extracts from it to a limited extent, the writer, who knew London many years ago, made his way to Oxford Circus, thinking the offices of the General Medical Council were near by. Policeman after policeman was appealed to, but apparently the institution was not known by any of them. The home of the G.M.C., eventually found, occupies much space and is well appointed. The inquirer was directed upstairs, and after a lengthy wandering made for a central door, through which a large room revealed itself with desks and substantial chairs. A courteous gentleman arrived, whose face the writer knew, and he removed him to another seat, equally comfortable, and presented a formidable typewritten document to be signed before the longed-for peep could be officially sanctioned. Having signed the document and thus disclosed his name, talks of Conferences (and one in particular at Cheltenham) followed. The task of reading was disturbed by other visitors, some with clerks, others with typists, and all with spectacles. Apparently, all were expected to finish by four o'clock. Two young people coming rather late were allowed half-an-hour's grace, which was taken advantage of by at least one other student.

A Disappointment

A source of great disappointment to the writer was the absence of the invariable slip of "Errata" or "Corrigenda" which has always (and apparently inevitably) accompanied the British Pharmacopœia since it first appeared in 1864. Luckily one had not far to go before four errata were espied on one page—happily not of a serious nature; but up to the time of final perusal the old jokes of putting 30 ounces in a pint pot and telling us to make up the volume of a product already measuring 23 fluid ounces to one imperial pint were not discovered. The name of the book was wrongly spelt in more places than one in the 1914 B.P.; that has not yet been discovered. It seems regrettable that trifling alterations in the names and strengths of articles and their preparations should have taken place. The number of omissions (359 were counted by the writer) betokens a desire to follow the Shakespearian advice about physic and dogs; it is very doubtful whether such a step is a right one. It would be better if the authorities left out (as they sometimes do, e.g., in spt. æth. nit.) the mode by which a chemical may be prepared; in the case of ammonium carbonate, for example, one would like to know how much is prepared in the B.P. way. It is a pity that in the typographical setting we have gone to the United States for our pattern; it would be better not to indulge in so much small type. Mr. G. F. Schacht, who invented plasma, would have strongly objected to maize starch in the poor official substitute.

Some Objections

There is the same vacillation as heretofore in the removal of a drug or preparation from one Pharmacopœia and its reinstatement in the next. There is no such thing as arsenic trioxide. The order of mixing is, as usual, wrong in many cases, and, it is feared, may lead to the undoing of many a tiro when he presents himself for examination in years to come unless he has been warned. There is the same lavish expenditure of stuff when a volumetric determination has to be conducted or when an assay has to be made. A marked instance appears under "Tinctura Hyoscyami." We are invited to prepare 1,000 mils and to take 250 mils for the assay; as a public analyst likes to do these operations in duplicate, he would have to advise his inspector to purchase 500 mils, which to less decimal minds is nearly a pint. In the case of tinctura colchici 1,000 mils is made and 200 mils taken for assay; but for tinctura opii camphorata 10 mils is used. The same reflection arises in several places throughout the volume. If the experimenter tries the glass rod and beaker test for asafetida, it is desirable that it should be done in the scullery over the sink and not in the shop (or drawing room). The number of indicators is truly staggering, and the same remark applies to the number of volumetric solutions. Hydrogen nitrate and similar expressions, dear to the heart of an old-time professor, have gone. There is the usual "wobbling" in the preparations of senna; the leaf is used for the confection and for compound liquorice powder, but for the others the fruit is to be used. Would it not be better to define "moisture" or make clear what is meant?

Strong and Weak Features

The determination of viscosity in Appendix IV (F) is valuable reading, and will be clearly understood by the average working pharmacist with a modicum of study. It is further stated that the specification of

the apparatus and method of procedure is in agreement with the British Standard Specification No. 118, 1929. So that is that. The vexed question of the singular or plural for quantities to be weighed or measured has been dealt with by several writers, but they have not quite touched the core of the matter. There seems to have been, as in politics and as in universities, two methods of dealing with such problems. When I was a lad we were told how to distinguish between the Oxford cleric and his brother from Cambridge by noting how each pronounced the word "knowledge." In the B.P. we find the singular and the plural indiscriminately used: the grand committee and subcommittee must have had a delightful time in discussing which was the more correct.

It is difficult to sum up after a few hours' glance at the new book or express a comprehensive opinion from the pharmacist's point of view; but it is certain that few pharmacists will be able to deal with the bulk of the matter personally, and will have to rely as heretofore (and more so) on the wholesaler. The princes of retail pharmacy, in years gone by, used to pride themselves on the fact that their preparations were made and tested on the premises. With each B.P. there has appeared some new and expensive physical apparatus which the retail pharmacist cannot afford to buy and will not be able to borrow. This feature has again become evident. It goes to show that the retail pharmacist, the best customer for this book of the G.M.C., has been lost sight of and the big companies remembered.

Canadian-American Pharmaceutical Convention

By Herbert Skinner, Ph.C., Chairman of the British Pharmaceutical Conference, 1932

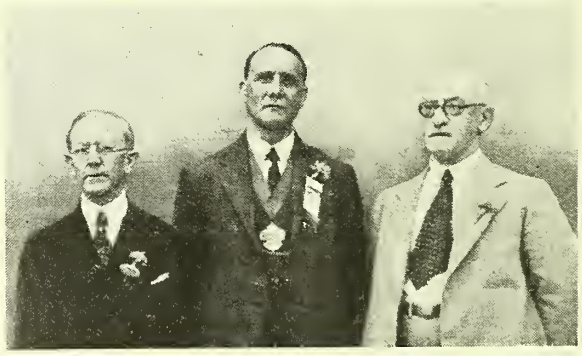
ANY British delegate who is intimately connected with conferences at home has little difficulty in making contacts at similar conventions held in other lands. The administration of meetings, organisation, material and methods provide sufficient variation to be fascinating. The delegates at this Pan-American convention, apart from local dwellers, were housed in the Royal York Hotel, Toronto, on August 22-27. The setting was handsome and befitting the attendance of 1,500 guests. Dean Burbidge, of Nova Scotia, president of the Canadian Association, was very popular, and (what was better) he had ideas on the profession of pharmacy, while secretary Dr. Stanbury was unassuming in keeping the machine in working order. The State of Texas, which for size surpasses all others, was represented by the American president, W. D. Adams, a quiet and effective chairman; and secretary Dr. E. F. Kelly, from Baltimore, was evidently the unobtrusive puller of strings so necessary in successful secretaryship. Premier Henry, of Ontario, received the guests on the Monday, and the various pharmaceutical presidents responded, including the British president, F. Gladstone Hines, who created a favourable impression very pleasing to his fellow delegates. He expressed the hope that this interchange of visits would help in the consolidation of pharmacy among English-speaking peoples and produce lasting and beneficial results for the welfare of the community.

A Gigantic Programme

Monday night was one of getting together, and in a hundred different rooms parties were held until the small hours of the morning under conditions adapted to prohibition (or semi-prohibition) countries, which left a mere Englishman gasping in wonderment. The serious business began before the reception—and what a programme! Thirty-seven sectional meetings were held, apart from banquets, sectional luncheons and dinners, bewildering in quantity and variety. Attendance at only about 5 per cent. was possible; and, as the British delegates were limited in their allocation, it left them the chance to browse here and there and to learn why there is such a difference in pharmaceutical outlook between peoples speaking—about 90 per cent.—the same language. The Ontario Retail Druggists were also meeting; their reports and papers, as also those for the Canadian Pharmaceutical Association, were on organisation or business matters and mostly local. One interesting subject was "What action shall we take if National Health Insurance becomes an issue?" The notable contribution of information on this came from a British delegate (Mr. Linstead, secretary of the Pharmaceutical Society), who ably expounded the law on the subject in England. More interesting to me appeared to be the American phase of pharmacy, which is much more complicated. The meetings covered general sessions with topical papers; boards of pharmacy which administer law apart from enforcement; the teaching section which seeks to standardise curricula; delegates' meetings with a wide range of subjects varying from legislation on cosmetics to pharmacy week, with physiological testing thrown in almost as a side-line. The scientific section contained 102 papers presented without discussion; these will be published.

Addresses by British Speakers

Messrs. Hines and Skinner addressed the general sessions, the former at the first, and the latter at the second session. The subjects at these sessions were



At the Canadian-American Convention
Left to right: Mr. W. D. Adams, Mr. F. G. Hines, Dean G. A. Burbidge

wide and often unrelated, such as "Professional pharmacy" and "Our common inheritance," which was a purely literary paper. Mr. Hines outlined the practice of pharmacy in Great Britain, laying stress upon the publication of the British Pharmacopœia and work on the British Pharmaceutical Codex. At the second session Mr. Skinner compared pharmacy in Great Britain and America from the point of view of practice. He focused attention on the relegation of the pharmacy department almost to obscurity owing to economic conditions. Another section of activity was law enforcement, with two sessions. While the exposition of various laws was extremely interesting, there was no new knowledge to gain, as administration of

laws in the U.S.A. is subtly interwoven with politics, and the one essential word in all discussion on laws is "enforcement." A feature of one of these meetings was an exposition by the Federal legal adviser on narcotics, Mr. A. L. Tennyson, of the collaboration between State and Federal agencies in the enforcement of narcotic laws. The paper served to show the vast difference in enforcement of narcotic laws in the the U.S.A.; and there was an equally interesting contribution by Colonel Sharman, of Ottawa, in Canada, so that a comparison could be made between their methods and the drastic nature of the administration in Great Britain. We have much to learn about the spirit of tolerance shown by the authorities in every country but our own. Mr. Marns, another British delegate, chairman of the Pharmaceutical Council's Law Committee, gave an address on the administration of laws relating to pharmacy in Great Britain, during which he brought forward many illuminating details, producing quite a remarkable discussion in which Mr. Skinner was asked to join.

A Round of Festivities

Sectional dinners under a variety of Greek alphabetical names like Kappa Psi and Rho Chi fraternities were held, and the British delegates were the honoured guests; these gatherings were followed by mutual discussion and enlargement of the outlook on pharmacy on both sides. The annual banquet was held on the Tuesday night; its methods differed radically from our own. The British president (Mr. Hines) responded for Great Britain, maintaining the high standard of speaking and giving a lead to his colleagues which they followed to the full in exposition. The moonlight trip on Wednesday night was across Lake Ontario to Lake Side Park, beginning at 6.30 p.m., returning at 2 a.m. The closing American session was held on Friday, when Messrs. Hines and Skinner were elected honorary members of the American Pharmaceutical Association. The new president was Mr. W. Bruce Philip, from California, and Dr. Kelly was re-elected secretary. The new Canadian president was Mr. A. L. La Rose, of Montreal, the secretaryship of Dr. Stanbury remaining unchanged. So concluded the first international convention of the English-speaking pharmaceutical fraternity, bewildering in its immensity, and leaving an Englishman with the desire for something more simple. A reduction of the wide diversity would offer a chance of increased efficiency.

Apprenticeship at Leeds

At a well-attended meeting of the Leeds and District Branch of the Pharmaceutical Society, held on September 1 at the Metropole Hotel, Leeds, a scheme for the selection, placing and training of apprentices in retail pharmacy, which had been prepared by the council of the Branch, was submitted to the members.

The Chairman (Mr. Dobson) went through its clauses *seriatim*, and commented upon them in detail. Mr. Dobson showed that great pains had been taken with the preparation of the scheme at many meetings of the council and with the education authority for the city. They could not fail, he said, to view with alarm the ever-increasing flow of apprentices into the profession, and to hold the opinion that there was urgent need for more regulation of their admission and training. For some years the council of the Branch had been closely in contact with the education authority, and the scheme now submitted aimed at a very real *liaison* with the authority for the purpose of perfecting the apprenticeship plan. Previously the Branch had only got so far as to take part in the placing of apprentices. Now they had advanced to the formulation of a precise plan of training the boys who came into pharmacy as the pick of the output of the secondary schools of the city. The scheme tabulated information to parents as to preparation and entrance, defined separately the employers' obligations, the apprentices' obligations and the council's obligations, and amplified this information with detailed appendices. It was vital to the success of the scheme that it should have the full backing of the members of the Branch. He hoped they would agree that the statement of the employers' obligations represented a minimum standard.

Mr. Lancaster said he thought there might be cases in which it would be necessary to make some exception to the provision in the scheme that the period of apprenticeship "should be four years and shall not be less than three years." The Council should have power to modify the term of three years. It was quite possible to get a likely candidate aged eighteen, perhaps a chemist's son, who had had some experience before passing his Preliminary or had been able to get his Matriculation. At present the Society would take 4,000 hours, and that could be done in two years. He was thinking of the case of a young person from eighteen to twenty-one—a daughter or son of a chemist. He had in mind also the case of somebody who might start work at seventeen, and, in regard to matriculation, might be waiting for one subject only.

The Chairman said he hoped they were going to guard against such an exceptional case occurring at all. The average age of matriculation was sixteen years and some months; many boys were through at fifteen. There were dull boys, on the other hand, who had not passed the Matriculation before they were eighteen. It was obvious that the age for commencing apprenticeship should be seventeen. That was, in fact, one of the most important planks of the scheme—a start at seventeen, and then a full three years' apprenticeship before they embarked upon practical work.

Mr. Gilleghan said there was a good reason for the council's desire for three years' unbroken apprenticeship.

Mr. Lancaster asked whether he was to understand that a youth who had passed Part I must do the minimum apprenticeship of three years after completing Part I.

The Chairman said that was so.

Mr. Williamson drew attention to the wages scale in the scheme. He said they all knew that some apprentices were worth a lot more than others. He asked whether under this scheme the chemist was to be under obligation not to pay more than the stated rates.

The Chairman said that was so. That was the whole point of the stipulation as to wages.

Mr. Williamson said that what was in his mind was that the scale of wages was rather low.

The Chairman: Well, is not that the position in which you want them to be? Is it not about the only thing that we can look forward to with hope in pharmacy?

Mr. Gilleghan said that some members of the council had been inclined to the charging of a premium and no payment of wages at all. The wages part of the scheme was very important. The apprentice was going to be trained properly, and the employer was under obligation to do a good deal for him; and it was surely right, therefore, that he should have his cost of remuneration taken into account on that basis. This three years' apprenticeship scheme was going to give both the employer and the apprentice a square deal.

The Chairman said it was intended that all members should consider themselves under obligation to stick to the wages figures as part of "a gentleman's agreement." As to the point in the scheme that the probation period should not exceed one month, variations in practice made that necessary.

Further details were explained, and then the Chairman moved, and Mr. Lancaster seconded, a resolution adopting the scheme as a whole. This was carried with one dissentient.

History of Aberdeen Pharmaceutical Societies

By Hugh M. Dugan

THE history of societies or associations connected with pharmacy in Aberdeen can be traced back to 1828, when the first recorded society came into existence. This was the Aberdeen Chemico-Pharmaceutical Society, the members of which met in rooms at 19 Queen Street. Apparently it existed for only three years, as we are unable to find any mention of it after 1830. Unfortunately no record of its activities is in existence, so we are faced with the fact that the present Association, which was formed in 1839, and can show minutes going back to that date, must be looked upon as the parent society.

The Society originated on February 6, 1839. It was not due to the wisdom of the masters but to the action of the assistants and apprentices, who in January sent a requisition desiring that more time should be given them to improve their minds and develop a more thorough knowledge of their business. Mr. James Dyce, who started business in 1793, was called to the chair; Mr. Charles Davidson (1834) was appointed secretary, with Mr. William Emslie (1828) as treasurer. The annual subscription was to be 10s. 6d., with an additional 5s. for each apprentice employed; but, as the minute has it, it was to be distinctly understood that 10s. 6d. was not the maximum subscription to be accepted—"Anyone desirous of contributing more liberally will be entitled to the warmest thanks of the Society." Twenty members subscribed £30 3s. In the rules adopted later, extraneans had to undergo a special investigation as to character, service and apprenticeship, and they had to pay an additional fee before admission to membership.

Objects of the First Society

The objects of the Society were very succinctly stated in 1883 by Mr. Alexander Strachan, the secretary, in reply to a letter from Mr. Colcord, secretary of the Massachusetts (U.S.A.) Society, who, on the recommendation of Professor Attfield, applied to Aberdeen to find out how the older societies in this country conducted business and the advantages to be gained from them. In his reply Mr. Strachan stated:

"We are proud in being able to say we believe we were the first disciples of Æsculapius in Britain to band ourselves together for the purpose of mutual advancement. The records bear out the complete lack of selfishness of the members. It had never been the aim of the Society to own lands or heritages, and financially they were as poor to-day as they were forty years ago. They had founded a library and had lectures given by the more learned amongst themselves. They also arranged classes for their assistants and apprentices. Their social gatherings were looked forward to as outstanding events of the year, and were enjoyed by everyone, 'twixt the oldest member and the youngest apprentice. Although we Aberdonians get the credit of being hard-headed, granite-hearted and grasping, I have been assured frequently by peregrinating members of the trade that our social events are social indeed. The activities of the members were mainly taken up with the education and training of their apprentices, the institution of a private trade mark, and the endeavour to regulate hours and Sunday trading."

To-day the Association is still concerned with two of these, and although no great strides have been made with the shortening of hours, the educational point has been attended with great success. A School of Pharmacy Fund subscribed to by the members amounted to £416 in 1931, after a handsome donation had been given for the upkeep of the school. As recorded in the *C. & D.* Special Issue of June 25 (p. 707), the first additional day classes were commenced at Robert Gordon's Colleges as the result of representations by the Association The present head of the Pharmacy Department at the Colleges is Dr. E. G. Bryant, B.Sc., Ph.C., who qualified as a pharmaceutical chemist in 1911 and obtained his doctorate in the University of Nancy in 1924.

The free income from £400 left by the late Mr. J. J. Petrie, of Aboyne, named "The Petrie Trust Bursary," has proved a great incentive to the evening class students. Books purchased for the library during 1877 show peculiar variety over and above a dozen on purely technical subjects. We find that "The Pickwick Papers," Byron's poems, "Adam Bede," Macdonald's "Unspoken Sermons," were also included, as was "Tom Brown's Schooldays."

The Society since its inception has had many designations:—

1828—The Aberdeen Chemico-Pharmaceutical Society
1839—The Society of the Apothecaries, Chemists and Druggists
1843—The Society of Chemists and Druggists of Aberdeen
1881—The Aberdeen and North of Scotland Society of Chemists and Druggists
1897—The Aberdeen Pharmaceutical Association.

From 1894 printed reports of the year's work have been published. Mr. Charles Davidson retired in 1872, after having served for thirty-two years as chairman and secretary. In 1910 Dr. Tocher was appointed the first honorary member, and in accepting the honour expressed his eager desire to further the interests of the Association. This desire he has ably fulfilled, and the Association owes much to his good offices. Dr. J. F. Tocher, F.I.C., Ph.C., is a past-president of the Conference, who has also gained distinction in spheres outside pharmacy. He served an apprenticeship at Rhynie, and, after further experience, passed the Qualifying examination in 1886. In October of the same year he commenced business at Peterhead. The examination for the Associateship of the Institute of Chemistry and the Ph.C. diploma were taken in his stride, and in 1891 he devised a test for the presence of sesame oil in olive oil. After establishing an analytical practice Dr. Tocher disposed of his business. He commenced in 1895 an important series of anthropological studies. His degree of Doctor of Science was gained at Aberdeen. For some years he contributed to the scientific proceedings of the Conference, and his presidential address at the Newcastle meeting in 1909 is still remembered as a masterly survey of educational and other problems.

Dr. J. F. Tocher

Social Side

In spite of their serious outlook on life, the members of the Association have had many happy entertainments. The annual dinner, described as "a most cheerful function," has been held fairly regularly. The first one took place a month after the formation of the Society, in 1839. The chairman, in replying to the toast of his health, expressed the honour and pleasure he felt in

presiding over so numerous and "respectable" a company. At the dinner, in 1841, the meeting started at 4.30 p.m.; after innumerable toasts, from "Our Young Queen Victoria" to the latest-joined member of the company, it broke up at 11.30 p.m., and they "wended their various ways home in a very comfortable condition." In 1853 "the most cheerful fever" had evidently abated, and difficulty was experienced in getting the necessary numbers to attend. To solve the difficulty it was agreed that if ten men would attend, the dinner would be held; ten men, however, could not be found, and the dinner was cancelled. The next year the requisite number was reduced to eight; but after circulars had been sent round, only five cheerful men could be found, and the dinner was abandoned.

The shortest minute on record refers to a dinner at Stonehaven. Wombell's menagerie was on view at the capital of Kincardine. The chairman met the lion tamer, Sargano, and treated him in such a handsome fashion that an invitation was given to the whole company to have a private view of the animals and performance. Needless to say, it was accepted. In 1878, it was agreed to hold a concert and dance in the Music Hall building. About 130 attended, and the committee decided to carry out the purveying arrangements themselves. Everything went merrily for some time, but then whispers went round that provisions were running short. "Jimp helpings" were tried, but that failed to arrest what might have been a disaster; and to prevent panic, a 28-lb. tin of roast beef was commandeered from a neighbouring grocer. This saved the situation. Later, on balancing, the committee found themselves some £12 short. This deficit they willingly paid themselves, but they vowed never to cater again.

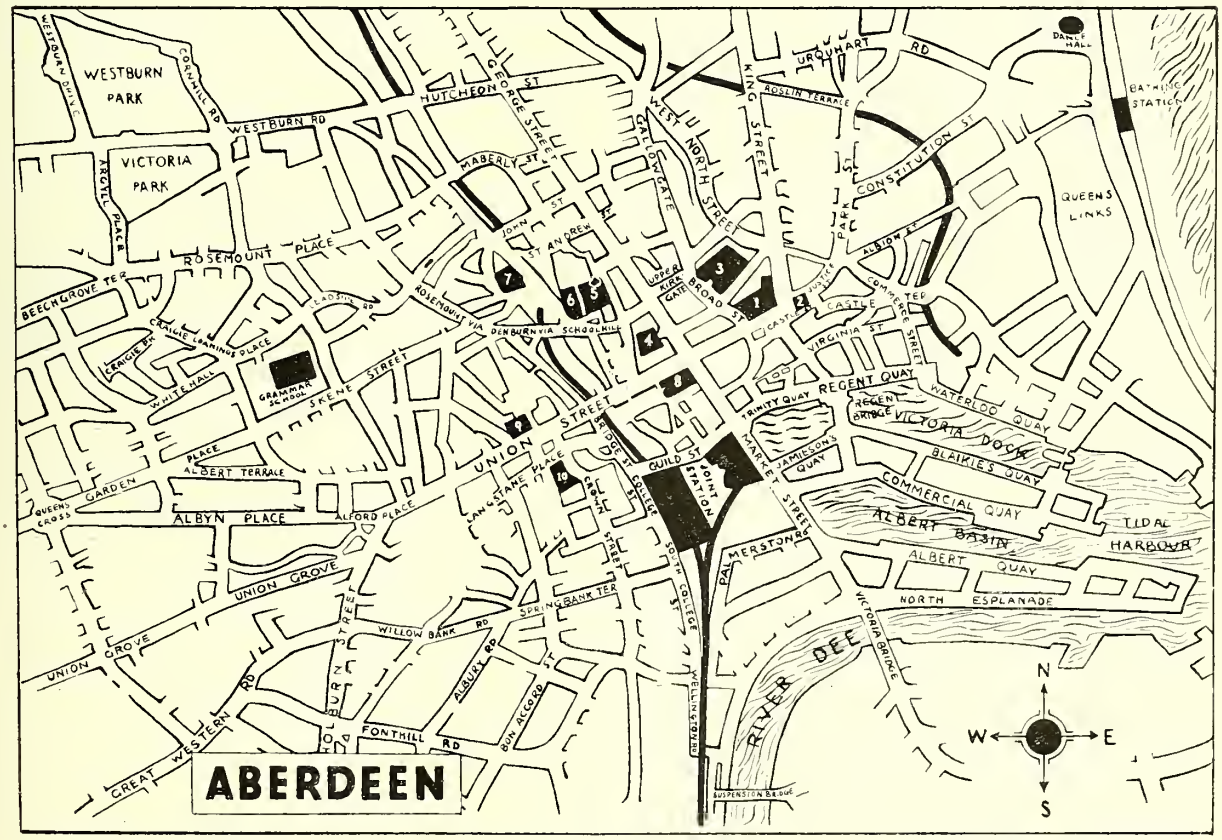
Presidents and Secretaries

The following is a list of presidents and secretaries of the Association from its foundation to the present day:—

James Dyce, 1839
William Forsyth, 1840 and 1851
William Clark, 1841
Peter Williamson, 1842, 1852 and 1857
John Urquhart, 1843 and 1856
George Reid, sen., 1844
James Sim (Sim & Co.), 1845
William Sinclair, 1846
Charles Davidson, 1847
John Jamieson, 1848
George Reid, jun., 1849
William Paterson, 1850 and 1864
David Reid, 1853
James Keith, 1854-55
D. M. Mackay, 1858
J. Grant, 1859-60
John Sangster, 1861
John Donald, 1862
James Urquhart, 1863
William Eddie, 1865
John Johnston, 1866 and 1889-97
James Paterson, 1867 and 1875
James Hunter, 1868
Henry Paterson, 1869
Charles Coutts, 1870 and 1876
James Duncan, 1871
Andrew Ross, 1872
James Moir, 1873
Alexander Lamont, 1874
George P. Cruickshank, 1877
David Ritchie, 1878 and 1885
William Giles, 1879 and 1903-04
John Gordon, 1880
R. D. Presslie, 1881
George E. Broomhead, 1882
J. M. Munro, 1883
W. K. Glover, 1884
James Sim (Davidson & Sim), 1886
William Gordon, 1887
William Reid, 1888
James Clark, 1898
Charles Simpson, 1899-1900
Andrew Craig, jun., 1901-02
A. L. Bruce, 1905-06
James Spence, 1907-08
Robert Leslie, 1908-11
David Anderson, 1911-14
John R. Reith, 1914-17
Alexander F. Dugan, 1917-19
W. F. Hay, 1919-22
James Farquhar, 1922-25
A. G. Beattie, 1925-28
A. P. Wallace, 1928-31
M. K. Watt, 1931

During the ninety-three years of the Society's existence there have been eleven secretaries, namely:—

Charles Davidson (twenty-seven years)
Alexander Fullerton
John Jamieson
John Sangster
Alexander Strachan (nineteen years)
John Cruickshank
John Black
William Reid
W. F. Hay (eight years)
M. K. Watt
H. M. Dugan (fourteen years)



1—Municipal Buildings
2—City Cross
3—Marischal College
4—East and West Churches
5—Robert Gordon's Colleges
6—Art Gallery and War Memorial
7—Royal Infirmary
8—Market Hall
9—Music Hall Buildings
10—General Post Office

THE CHEMIST AND DRUGGIST
ESTAB. 1859
RETAIL & DISPENSING PRICE LIST
based on definite costing principles
ISSUED QUARTERLY ELEVENTH YEAR OF PUBLICATION

THE index of drug prices for August varied slightly owing to small changes in bismuth and opium, the figure being 147.5, against 147.1 in July, and 126.3 for the corresponding period of 1931. There was no change in surgical dressings which remains at 136.0. The changes in retail prices are as follows:—

Cost			Selling Price			
			16 oz.	4 oz.	1 oz.	1 dr.
d.	per		s. d.	s. d.	s. d.	s. d.
114	lb.	Bismuthi carbonas ..	—	4 2	1 2	0 2
21	oz.	Bismuthi oxidum ..	—	—	3 1	0 6
105	lb.	Bismuthi subnitras ..	—	3 10	1 1	0 2
78	oz.	Crocus Valent.	—	—	—	1 8
90	oz.	Crocus Valent. pulv. ..	—	—	—	1 11
35	lb.	Ferri et ammonii citras ..	—	1 3	0 4	0 1
72	lb.	Hydrargyrum	9 0	2 8	0 9	—
22	oz.	Menthol	—	—	3 3	0 6
33	lb.	Potassii citras	—	1 2	0 4	0 1
34	lb.	Sodii citras	4 3	1 3	0 4	0 1
72	lb.	Tr. opii .. .. *B, F*	—	2 7	0 9	0 2

Trade Notes

ANADIN, LTD., Chenies Street, London, W.C.1, are the manufacturers of Anadin brand tablets.

VIROL, LTD., Hanger Lane, Ealing, London, W.5, announce, in our advertisement pages, a bonus on Virol and Virolax.

STAINLESS SCISSORS.—Joseph Rodgers & Sons, Ltd., Sheffield, offer stainless scissors at an exceptionally attractive price.

WE are informed that the Turknit product, mentioned in this section on September 3, should be described as "Turknit complexion cloths."

W. EDWARDS & SONS, 14 Nile Street, City Road, London, N.1, draw attention, elsewhere in this issue, to Sodasorb, which is described as an improved type of Wilson soda lime.

THE ILFORD COURIER.—We have received from Ilford, Ltd., Ilford, a copy of the current issue of "The Ilford Courier." This brightly-written quarterly publication contains many hints useful to photographic dealers.

QUEEN ANNE LAVENDER PRODUCTS.—Marlborough & Co., Ltd., 491 Liverpool Road, London, N.7, remind chemists that the Queen Anne window display contest is achieving success, and invite those who have not had full details to write for a folder.

NOVEL OINTMENT FILLER.—L. T. Lauder, 4 Miles Hill Street, Leeds, is the sole manufacturer of the Handy-Fil ointment filler. This simple and inexpensive device can be operated by the most inexperienced girl, and by means of interchangeable dies, it can be used for various sizes. Full particulars will be found in our advertisement pages.

A NEW SWEET.—The advertisement pages of this issue contain an announcement of the introduction of a new sweet in the form of the Victory Master peppermint. This product is being advertised on a national scale and chemists are invited to write for samples and terms. Orders should be sent to Jones, Radford & Co., Ltd., manufacturing chemists, 80 Coleman Street, London, E.C.2.

HOT WATER BOTTLES.—With the approach of the winter season chemists are once more turning their thoughts to the buying of seasonable lines. One of the most important of winter sellers is the hot water bottle, and elsewhere in this issue will be found an announcement of the excellent range offered by Southall Bros. & Barclay, Ltd., Lower Priory, Birmingham. Chemists are invited to write for prices and samples.

Business Changes

MR. I. BEST, chemist and druggist, has opened The Bestina Pharmacy, 23 Utting Avenue, Liverpool.

YARDLEY & CO., chemists, Becontree, have opened a new branch at 5 Westland Parade, Hornchurch Road, Romford.

MR. JOHN HARRISON, chemist and druggist, has taken over the business of Mr. G. Crowder, chemist and druggist, 464 Holderness Road, Hull.

CASSIE & CO., LTD., chemists, have opened a new branch at 78 Newgate Street, London, E.C.1; the company's present establishment at 103 Newgate Street will be continued at hitherto.

Trade-Mark Applications

The figures in parentheses refer to the classes in which the marks are grouped. A list of classes and particulars as to registration are given in "The Chemist and Druggist Diary," 1932, p. 339.

(From "The Trade Marks Journal," August 24, 1932.)

"KOTADORA" on label design; for medicinal chemicals for export and sale abroad only (3). By Ram Bilas Sirdaw, Market Street, Jinga, Uganda Protectorate. 532,679. (Associated.)

"PLIAPLAST," "DEHNOPLAST," "SURGOPLAST," and "CHIROPLAST"; for medicinal chemicals (3). By T. J. Smith & Nephew, Ltd., 42 Tavistock Square, London, W.C.1. 533,795/796/798/799.

"COMPLIGON"; for medicinal chemicals (3). By Schering-Kahlbaum A.G., Müllerstrasse 170, Berlin, N.39. 533,894.

"MISSIVE"; for perfumery, etc. (48). By Parfumerie Roger & Gallet, 62 Faubourg St. Honoré, Paris. 532,235.

"SHEBA"; for all goods (48). By H. G. Williamson, 10 Conyers Avenue, Birkdale, Southport. 532,540

"EVE"; for perfumery, etc. (48). By Joseph Watson & Sons, Ltd., Whitehall Road, Leeds. 533,669.

"BANDOPLAST"; for surgical instruments, etc. (11). By Burgoyne, Burbidges & Co., Ltd., High Street South, East Ham, E.6. 533,680.

"ALTEX"; for surgical instruments, etc. (11). By Cuxson, Gerrard & Co., Ltd., 26 Fountain Lane, Oldbury. 533,730.

"JACK IN THE BOX"; for metal containers for toilet articles (13). By The Dubarry Perfumery Co., Ltd., Fonthill Road, Hove. 532,156.

"GLUCOLEM"; for concentrated beverage preparations (42). By W. H. Hampton, 47 Northgate Street, Gloucester. 533,878.

"KRAAL," "RACEME," "GUEVI," "ARBORETUM," "RESPITE," "BUFFET," "YODOL," "BALLERINA," "STATUETTE," "PLACQUE" under design of same, and "COSTER KING" under design of same; for goods (47). By Cussons, Sons & Co., Ltd., Kersal Vale, Manchester. 532,911; 533,146/245/250/258/284/397/678/679; 532,951/990.

Births

Notices for insertion in this column must be properly authenticated.

Cox.—At 31 Brunswick Road, Hove, on August 14, Audrey, the wife of Anthony F. Cox (Arthur H. Cox & Co., Ltd., manufacturing chemists, Brighton), of a son.

Sewell.—At 12 Thompson Road, Ecclesall, Sheffield, the wife of Major J. Sewell, M.P.S., of a son.

Yule.—At 39 Palmerston Place, Edinburgh, on August 23, Jean, wife of Thomas B. Yule, chemist and druggist, 13 Comely Bank Street, of a daughter.

Marriages

Henry—McKnight.—At St. James's Church, Belfast, on August 31, J. Alexander Henry to Dr. Maude Warren McKnight, daughter of Mr. R. W. McKnight, Ph.C., Carlisle Circus.

Parkinson—Baines.—At Fulwood Wesleyan Church, on August 18, Leslie Parkinson, chemist and druggist, Cambridge, to Agnes Baines.

Deaths

Murison.—On September 2, of heart failure, Mr. Stanley Lorimer Murison, managing director of Wrigley (Sales), Ltd., 177 Tottenham Court Road, London, W.1. Mr. Murison had been actively associated with Messrs. Wrigley since 1911. His driving power and his forceful character resulted in the building of the company's large factory at Wembley, embodying the ideals of modern factory construction. Mr. Murison's consideration for those working for him endeared him to everybody, and his organisation is a tribute to his great ability.

Mr. S. L. Murison

Rowell.—At 5 Colville Terrace, Nottingham, on August 25, Mr. James Albert Rowell, chemist and druggist, aged twenty-six.

Barley.—At Highfield, Thame, on August 29, Mabel Grace, wife of Mr. O. J. Barley, chemist and druggist.

Bass.—At 11 Upper Brook Street, Rugeley, recently, Mr. Charles Murfleet Bass, chemist and druggist, aged eighty-six. Mr. Bass carried on business in Rugeley for over forty years. He is survived by a widow and two sons, the elder of whom, Mr. W. R. Bass, chemist and druggist, entered his father's business a few years ago.

Breen.—In the Richmond Hospital, Dublin, on August 26, Mr. Donal Christopher Breen, L.P.S.I., Killarney, aged thirty-nine.

Carse.—In Belfast, on August 31, Mr. James Davis Carse, retired dentist and registered druggist, aged seventy-seven. Mr. Carse carried on business for thirty-four years at 233 Woodstock Road, retiring two years ago. He served his apprenticeship to Mr. J. J. Acheson, Portadown, after which he came to J. & J. Haslett, Ltd., North Street, Belfast, as an assistant. In 1896 he set up for himself in Woodstock Road. Mr. Carse was one of the moving spirits in the establishment of the Ulster Retail Drug Trade Association, and was a founder and first secretary of the Dental Society of Ireland. He was also an old member of the Chemists' and Druggists' Society of Ireland and of its Committee. Mr. Carse was a well-read man, with an extensive fund of knowledge of many kinds.

Chapman.—At Kents Bank, Grange-over-Sands, on August 26, Mr. Leonard Parker Chapman, chemist and druggist, aged seventy-eight.

Fyfe.—At Craigward, Busby, on August 25, Mr. John Fyfe, chemist and druggist. Mr. Fyfe, who qualified in 1894, was the proprietor of three businesses in residential districts of Glasgow.

Parker.—Recently, Mr. Bernard Parker, head of the firm of William Parker & Son, medical botanists, 272 Fitzwilliam Street, aged sixty-three. Mr. Parker was a member of the National Association of Medical Herbalists, and for some years took an active part in the work of the Sheffield branch. He was an artist in black and white. Mr. Parker leaves a widow and a son; the latter has been in business with him for some years.

Weatherley.—At the East Suffolk and Ipswich Hospital, Ipswich, on August 16, Mr. William Ralph Weatherley, chemist and druggist, Market Hill, Woodbridge, aged sixty.

Wheatley.—At 3 Queen's Road, Edgerton, Huddersfield, on August 30, Mr. Joseph Wheatley, Ph.C., aged seventy-two. Mr. Wheatley was for many years in business in Kirkgate and King Street, Huddersfield.

Personalities

Miss G. A. Milner, pharmacist at the Victoria Hospital, Damascus, arrived in England on August 23 for three weeks' holiday. Miss Milner is the daughter of Mr. J. Milner, chemist and druggist, Greenwich.

At the weekly luncheon of the Manchester Rotary Club, held at the Midland Hotel, Manchester, on September 1, an address on "Poisons" was given by Mr. R. Cecil Owen, B.Sc., a past-president of the Chester Rotary Club. After referring to the historical side of the question, Mr. Owen said he welcomed the restrictions upon the sale of certain narcotics, but regretted that other poisonous articles, such as weed-killers and sheep dips, should now be obtainable so easily from ordinary shopkeepers. He asked whether it would not be better that the old restrictions should be restored.

Wills

Mr. Thomas Clayton Brown, Kildon Bank, 19 Longley Road, Huddersfield, director of L. B. Holliday & Co., Ltd., Huddersfield, who died on March 2 last, left estate gross value of £3,607, with net personalty £3,466.

Mr. James Simpson, 41 Hill Top Avenue, Cheadle Hulme, Cheshire, chemist and druggist, for thirty-seven years manager to Westmacott & Son, 17 Market Street, Manchester, who died on May 14 last, aged sixty-one, left estate of the gross value of £11,577, with net personalty £10,031.

The Rt. Hon. John William Wilson, P.C., J.P., Perrycroft, Colwell, Hereford, Liberal M.P. for North Worcestershire, 1895-1922, managing director of Albright & Wilson, manufacturing chemists, Oldbury, a director of the British Match Corporation, Ltd., Bryant & May, Ltd., and the Great Western Railway Co., who died on June 18 last, aged 73, left estate gross value £207,993, with net personalty £192,730.

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Information Department

INFORMATION WANTED

Postal or telephone information with respect to makers or first-hand suppliers of the undermentioned articles will be appreciated.

E/298. Combonal for insect bites
B/318. Dentex dental plate brush
B/298. Gynamin
G/318. Hilareen beauty products
C/308. Meadowsweet talcum powder
M/298. Radiosan
E/298. Solyogon
H/188. Somos sports bandages
A/308. Sulphoderm powder

THE
CHEMIST AND DRUGGIST
VOL. CXVII. SEPTEMBER 10, 1932 NO. 2744

Better Prices : Better Business

THE recent better feeling in the markets reported in our Trade Report is a hopeful sign. After a prolonged period of depression in business, accompanied by persistently falling commodity values and an almost entire lack of confidence, quoted prices have at last taken a turn towards recovery to economic levels; the general tone is much better, with buyers no longer dictating their terms of purchase, and the outlook is at least hopeful. Gradually old stocks have been cleared, and the recent improvement in demand has shown the bareness of supplies in not a few products The result has been the immediate stiffening of the markets and a sharp recovery in prices; but even in those cases where values have advanced, they are still comparatively cheap, and if the better tone is maintained there is little doubt that some of the markets connected with the chemical industry are likely to record a general and substantial advance by the close of the year, particularly the essential oils and crude drugs markets.

The fall in values in the pharmaceutical chemicals market, although considerable during the past years, has not been so severe as in some of the allied markets. Price conventions, cartels and similar arrangements have helped to maintain a fairly reasonable level, but even in these instances the so-called controlled prices were at one time being generally discounted, only a few of the strongest holding up. It can be said that this market has not suffered to anything like the same extent as, for instance, the markets dealing in crude drugs and essential oils. In general, the tone of this market is better and much steadier, with a little more business moving, and the outlook for the coming autumn buying season is encouraging to all concerned. It is perhaps in the crude drugs market that the improvement has been most noticeable, and this is due to the fact that this market as a whole suffered more than any other. In many instances commodity values had reached a thoroughly uneconomic level. Where the article was cultivated, growers had been forced either to cut down their acreage or to plough in their plantations. Already it is evident that crops for this year of some commodities may fall short of even present-day requirements. Senega, buchu, cascara sagrada, ipecacuanha, Tinnevelly senna and galls are a few instances in which there are indications of firmer conditions, which may well lead to sharp movements in sales prices. The rally in this market has been led by the recovery in some of the most important natural commodities; and if these leading markets continue on the up-grade, the secondary and smaller ones should move in sympathy. The position of the essential oils market is very similar to that of crude drugs. For a very long period the volume of business was well below normal; consequently markets weakened under pressure, with values falling to unprecedented low levels. Latterly there has been a general improvement in demand, and the market has shown definite signs of recovery. During the past two or three months the values of a number of oils show a substantial increase, which is not likely to be lost with the present steady tone. We do not advocate that market values should be rushed up by speculation, and so reach false levels, but a gradual recovery in sales prices to a point that shows a fair return is, we believe, in the best interests of all concerned.

Proposed N.H.I. Terms

INSURANCE chemists in England and Wales are naturally anxious to know what exactly the proposals of the Minister of Health are in respect of their remuneration in the immediate future for the supply of drugs and appliances for insured persons. During recent years they have shared the entire amount of the chemists' central fund, equivalent to about £2,000,000 per annum for each of the years 1930 and 1931, something over half the total amount being paid in respect of dispensing fees. But the balance distributed to the chemists in each of those years, over and above the payments for goods supplied and dispensing fees, has been approximately £200,000, which may be expressed either as a surplus of 10 per cent. on the whole fund, or as a surplus of 20 per cent. on the £1,000,000 applicable in the first instance to payment of the amount of the dispensing fees. As this surplus was provided largely, if not entirely, by moneys outside the 2s. 9¾d. payable in respect of each of the total number of persons entitled to obtain drugs and appliances from chemists, and in view of the urgent need for national economy, the Minister now proposes that the guaranteed sum set apart for the payment of chemists' accounts shall, subject to certain minor adjustments, consist solely of the product of 2s. 9¾d. multiplied by the total number of persons entitled to obtain drugs and appliances from insurance chemists.

An Estimate

The Minister of Health is advised that the amount of the fund determined on this basis would, according to the experience of 1930 and 1931, have been less by about £100,000 in each of those years than the amount actually determined, so that the proposed method of determination would appear likely to prove effective in securing the limitation which it is considered necessary to impose upon the maximum amount of the remuneration payable to insurance chemists in excess of the amount which suffices to pay their accounts in full. It will be noted that it is assumed there will still be an excess available after payment in full of the chemists' accounts, and the Minister is said to be satisfied that the amount by which the sum of 2s. 9¾d. per head exceeds the average cost of drugs and appliances supplied by chemists will prove sufficient to meet such contingencies as may reasonably be expected to arise during the next three years. As a matter of fact, there would almost certainly be a surplus of appreciable amount but for the existence of the "economy cut" now in operation, which must continue until the Government declares the emergency has passed and the Economy Act is repealed. Continuance of the "economy cut" may result in the surplus being converted into a deficit, but chemists would be well advised not to make this a serious ground of objection to the proposed new terms.

Aberdeen Pharmacies and Pharmacists

In view of the forthcoming visit of the British Pharmaceutical Conference to Aberdeen, particulars have been obtained of a representative number of pharmacies and pharmacists in the city.

TO the visitor from the South the pharmacies of Aberdeen convey an impression of individuality that is a matter for congratulation. One thing they possess in common—the exhibition of a gilt mortar, with pestle, over or near the shop door; and this, no doubt, is an asset in guiding the steps of the stranger. The class of business carried on varies considerably, as will be seen from the paragraphs which follow. In each case the visitor will find that the general layout of the pharmacy is arranged with an eye to the *clientèle*, and that the pharmacist maintains the position of his calling in this alert and attractive city.

Mr. David Anderson,

who is a past-president of the Aberdeen Pharmaceutical Association, is one of those pharmacists who take delight in the art of pharmacy—a circumstance due to natural predilections as well as to his excellent training. He served his apprenticeship with Reid & Donald, Perth, and passed the Minor examination in 1893. In addition to experience with Davidson & Kay, Union Street, Aberdeen, he has also been in London with Mr. Ralph Cassie, Newgate Street, E.C., and afterwards with J. & H. Matthews, Queen's Gardens, W. He acquired his business at 31 Fountainhall Road in 1898, and there carries on a good-class dispensing and retail business, along with a branch post-office. Mr. Anderson took an active part in the entertainment of his fellow-craftsmen and their lady friends when they visited Aberdeen in 1908, and, together with Mr. A. P. Wallace, he is looking after the entertainment of the visitors to the coming Conference. Volunteering for service during the war he spent an interesting four years as dispenser to the Military Hospital.

Mr. James M. Birnie,

Holburn Street, who has been forty years in the drug trade, recalls that in his early days he learned to spread plasters, make pills, horse balls, tinctures and ointments from start to finish, and that at that time the hours of business were 8 a.m. to 9 or 10 p.m., with the half day on Wednesday starting at 6 p.m. Following his apprenticeship he became an assistant in the pharmacy of the late Mr. James Sim, Bridge Street, Aberdeen, where there were five men (two qualified) dispensing all the time. After a year or two Mr. Birnie relates that he followed the usual course and had a "shot" at the Minor, and, as was not unusual, the first shot missed, but second scored. He then went for some years to Mr. J. D. Duncan (now retired) before taking over his present business about twenty-seven to twenty-eight years ago. Mr. Birnie's elder son is "following in father's footsteps," and his daughter is a graduate of Aberdeen University. His business is almost entirely pharmaceutical, with little or no photography. As a recreation he has lately taken up motoring.

Mr. John Black

served his apprenticeship with James Sim & Co., a firm no longer in existence, and after various appointments as an unqualified assistant, proceeded to the late William Duncan's classes in Edinburgh. He passed the Minor examination in January 1894, and then became manager of the Shene Street Branch of Gordon's Drug Stores. Mr. Black acquired his present business, 295 Rosemount Place, in 1896. Attached to it is a very busy sub-post office, the growth of which has been contingent with that of the pharmaceutical business over the past thirty-six years. Mr. Black held the secretaryship of Aberdeen Pharmaceutical Association in 1904-5-6.

Mr. Alexander Leslie Bruce

is a native of Fyvie, Aberdeenshire, and served his apprenticeship with D. A. Mortimer, Aberdeen. He qualified in 1885 and started a successful business in the Ferryhill district in 1892. Mr. Bruce has aways taken a keen interest in the Aberdeen Pharmaceutical Association, being at one time president, and acting later as treasurer. He has two sons, both of whom are chemists. The younger is in business with his father, and Mr. Bruce has recently purchased for the elder the business at Cults carried on by the late Mr. John Reid and latterly by Mr. A. A. Erskine.

Mr. Charles Coutts

has pharmacies at 26 Broad Street and at Schoolhill. The former business was founded in 1852 by the father of the present proprietor. During his life-time the business was solely a prescribing one, the late Mr. Coutts being known as "doctor" to many of the poorer classes. The present Mr. Charles Coutts succeeded his father in 1911. The business has gradually changed from a prescribing to a proprietary one. The shop front was modernised in 1919, and, two years later, the floor above taken in. Three years ago, in view of town planning schemes, a central block of property was purchased at 2 to 6 Schoolhill, and a branch shop opened a year later. This establishment is conducted on the same lines as the parent shop, and under the able management of Mr. John Neil.

Mr. F. Crossling

served his apprenticeship to the late Mr. Barnard S. Proctor, Ph.C., Newcastle-upon-Tyne, and passed the Minor examination in 1887. He has been established in Justice Street, Aberdeen, since 1900, and there carries on in addition to the usual retail and dispensing an excellent business in agricultural and veterinary preparations. Mr. Crossling also has an extensive stock of herbs to meet the demand for barks, leaves and roots, and since his pharmacy is situated on the main road to the beach photography is a busy side-line in the summer season.

Davidson & Kay, Ltd.

ranks among the best-known pharmacies of the British Isles. Local authorities are unanimous that the cradle of modern Aberdeen pharmacy was No. 1 Exchequer Row. Who the founder of the Exchequer Row business was we have been unable to ascertain, but tradition says it was a doctor, who, early in the nineteenth century, sold it to Peter Williamson, a University-trained man. With him Charles Davidson, the first secretary of the Aberdeen Society, was apprenticed, and in 1834 Mr. Davidson became a partner. Subsequently Mr. Williamson opened a fine pharmacy in Union Street, and when he left Exchequer Row Mr. Davidson took David M. Mackay into partnership. There they remained until 1851, when Mr. Davidson sold out to his partner and

opened the pharmacy at 205 Union Street. The building is on a corner site. The shop is lofty, and the fittings in the front are the same to-day, with one or two alterations which do not conflict with the original harmony, as in 1851. In that year a clever local painter carried out a scheme of decoration designed by Mr. Davidson, which includes a deep frieze consisting of a scroll intersected by medallion portraits symbolic of the sciences included in the art of pharmacy, and at the same time commemorating great masters in medicine and chemistry. The whole interior of the pharmacy has a uniform style of treatment. The business is purely dispensing and high-class retail, with a few veterinary and other specialities. Mr. James Petrie Kay was apprenticed to Mr. Davidson in 1854, and at the end of his apprenticeship came to London, returning to Aberdeen,

Interior of 205 Union Street, Aberdeen
(Davidson & Kay, Ltd.)

he became a partner in 1864. Later Mr. Kay had associated with him as partners his son, Mr. Harvey G. Kay, and Mr. Alex. Leslie Strachan, the latter being in charge of the West End branch, 1 Alford Place. The firm are chemists to the King, and have been chemists to five generations of the Royal family. On the death of Mr. J. P. Kay the business was for family reasons converted into a limited company, the surviving partners being the directors.

Miss Elizabeth Diack,

Gilcomston Pharmacy, has the distinction of being the first lady pharmacist to commence business "on her own" in Aberdeen. That was just eight years ago. Miss Diack served her apprenticeship with Mr. William Watt, Chattan Place; and, shortly after qualifying, she acquired a lease of the premises, 2 Baker Street, reconstructed the shop, equipped it with all the usual stock of an up-to-date establishment, and brought into being the Gilcomston Pharmacy. The venture has been justified by results, and Miss Diack has built up a good, steady-going business in this central part of Aberdeen. The district is largely working-class—with the usual sprinkling of business and professional interests—and of private dispensing as of insurance dispensing, the Gilcomston Pharmacy continues to get quite a fair share. In January 1931 Miss Diack was appointed sub-postmistress of Gilcomston; and the Pharmacy and the Post Office are now located in the same establishment.

Mr. H. M. Dugan,

Aberdeen, has been secretary of the Aberdeen Pharmaceutical Association for the past fourteen years. He is now promoted to a much more onerous and responsible position—secretary of the Local Committee of the forthcoming Conference. Mr. Dugan was an apprentice and assistant with the late Mr. D. A. Mortimer, Union Street, Aberdeen, and after qualifying, in 1891, was for three years dispenser at the Aberdeen Royal Infirmary. In 1895 he took over the business of the Edinburgh Drug Store, Holburn Street, and has carried it on successfully since, along with a branch post-office. In his early days Mr. Dugan was an athlete of some standing, specialising more particularly in gymnastics. He was a member of the Scottish Gymnastic team which competed at Liverpool against England and Ireland, and was the highest scorer for Scotland. He was also a member of the team which first brought the National Physical Recreation Society's gymnastic shield to Scotland. Time, however, has mellowed him, and walking, with a little golf, now satisfies his athletic tastes. In the Scottish Chemists' Golf Tournament at Gleneages this year he again won the Veterans' Trophy.

Mr. James Farquhar

was born at Insch, Aberdeenshire, and educated there and at Gordon's College. He served an apprenticeship of five years with the late Mr. James Spence, Aberdeen, and was for a short time junior assistant to Mr. R. Hunter, Union Street. After a course of study at the Central School of Pharmacy, Edinburgh, under the late Mr. W. B. Cowie, he qualified in 1900. Mr. Farquhar then enlarged his experience in Edinburgh, Campbeltown, and with the late Provost Macintyre, North Berwick, before returning to Aberdeen as first assistant to Mr. R. Hunter, with whom he remained for the next four years. In 1908, the year that the British Pharmaceutical Conference last visited Aberdeen, Mr. Farquhar opened the pharmacy at 340 Great Western Road, a good-class residential district of the city. He has been a member of the Aberdeen Pharmaceutical Association since starting in business, and taken an active interest in its affairs, particularly those relating to education. He was president for three years (1922-1925), and took a prominent part during that period in raising a fund known as the Aberdeen School of Pharmacy Fund, the interest from which is used for the maintenance of the School of Pharmacy at Gordon's Colleges. He has been treasurer of the Association since 1928, and was one of three chemists (the other two being Mr. W. G. Mitchell and Mr. A. G. Beattie) who founded the Aberdeen Pharmacists' Golf Club, of which he was secretary for the first seven years of its existence. In November 1922 Mr. Farquhar was presented by the members of the club with a handsome roll-top desk as an appreciation of services rendered to the club. At present he is secretary of the local branch of the Pharmaceutical Society, and when business permits indulges in the hobbies of golf and motoring.

Mr. Harry P. Forbes

took over the pharmacy at 66 Sunnybank Road from the executors of the late Mr. D. J. Robertson in 1928. Mr. Robertson had opened the business only two years previously. Mr. Forbes served an apprenticeship of four years with Mr. R. Hunter, Union Street, and remained for one year as junior assistant. After qualifying he spent two years with Rouse & Co., Ltd., London, W.1, and one year as manager of the new Cavendish Street branch of A. Maitland & Co., Ltd., London, W.1.

Gordons

is the trading name of a business owned by Mr. Theodore T. Bell at 471 Union Street, near the West End of Aberdeen's principal thoroughfare. The business was originally carried on in George Street. In 1883 Mr. W. G. Gordon, who had qualified in the previous year, acquired it from Mr. A. Strachan, Ph.C. Mr. Gordon removed to Union Street in 1907, taking with him Mr. Bell, who had been with him since 1898. Mr. Bell succeeded Mr. Gordon as proprietor in 1922, and has continued the business under its old name. This

PHARMACISTS OF ABERDEEN
B.P.C. 1932

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W. WATT
J. FARQUHAR
J. BLACK
H. M. DUGAN
M. C. ROSS
W. F. HAY
A. P. WALLACE
M. K. WATT
H. P. FORBES
D. ANDERSON
R. SHAND

is a lofty and well-lighted pharmacy in the best part of the city, and strikes a modern note.

Mr. W. F. Hay

is well qualified for the position of chairman of the Local Executive of the Conference. He carries on business at 476 Union Street. Originally he took over the shop at 29 Rose Street from the late Mr. A. M. Shepherd in 1897, and in 1912 removed to the main thoroughfare, where he carries on a dispensing, drug and toilet business. Among the offices he has held in connection with his services on behalf of pharmacy are those of secretary and president in junior and senior local associations. Also he was the first chairman of the Aberdeen and North-Eastern Scottish Branch of the Pharmaceutical Society. He is a member since its inception of the local Insurance Committee, secretary, and now chairman, of the Pharmaceutical Committee and a member of the Scottish Standing Committee on Insurance. Mr. Hay was local secretary to the Conference when it met in Aberdeen in 1908. Mr. Hay is a Gordon's Colleges pupil, who can trace his relationship to to the founder, Robert Gordon, and has never lost touch with the institution. When the Technical College section was instituted and the need for practical experts in the various branches of instruction was realised, Mr. Hay was asked to join the Chemistry and Engineering Committee, under whose supervision were the pharmacy classes. Since then the growth of the school necessitated a division of the work into an Engineering Committee and a Chemistry and Pharmacy Committee. Mr. Hay is still a member of the latter committee along with Dr. J. F. Tocher and Mr. Charles Simpson.

Mr. Robert Hunter

was apprenticed at the age of fifteen in 1881 to Mr. Thomas Cook, Ph.C., Ayr. During the four years conditions and work were of the hardest description—always an open door summer and winter. There was no heating in the coldest of severe winters—icy-cold water to wash measures, mortars and bottles—and no holidays save for the "fast" day in spring and autumn. Suppositories were made by the clay mould method; asafœtida for pills was pounded in the iron mortar. Saturday evening's trade was characterised by a brisk demand for halfpenny and pennyworths of scented hair oil—colza oil heavily perfumed with citronella. On leaving Ayr Mr. Hunter went for a season's situation in Dunoon with Mr. Stirling, where a broader aspect of business was obtained and the salary of 23s. per week seemed a stepping-stone to fortune. From Dunoon a situation was obtained with the late Mr. G. Anderson, Kirkintilloch, to manage a newly opened branch in Springburn, Glasgow. Dr. Lees' classes were attended after shop hours, and with the aid of his tuition the Minor was passed in July 1888. In December of the same year an appointment was obtained to manage a dispensary in Amoy, China, and here, again, much valuable experience was gained—wholesale and retail—during eight years' service in the East. Returning to Scotland in 1896, the business of Hunter & Ferguson was established in Perth, the late Mr. John Ferguson having been a classmate at Dr. Lees' School of Pharmacy, Glasgow. After this business was firmly established, the partnership was dissolved by mutual consent in 1899 and a new business started in Aberdeen, while Mr. Ferguson became owner of the Perth business. Conditions of trade in Aberdeen were as hard as the granite of which the city is built, and a stiff uphill fight was experienced. Commencing on the "strictly cash" basis, it drew forth the remark "cash business never does in Aberdeen," and a year was given to see its duration and extinction. The first two years seemed to warrant an opinion that there was some semblance of truth in the prophecy, but the tide turned. The shop on the north side of Union Street was given up after ten years' occupany, another and larger shop was leased on the south side, but after seventeen years removal became compulsory, and the business was transferred to the present premises, 107 Union Street, where it has been established for thirty-three years. The trade is entirely retail and dispensing, and in its control Mr. Hunter is assisted by his son, Mr. Eric Hunter, Ph.C.

Mr. Pat R. G. Laing,

George Street, acquired his business in 1928 from Mr. A. M. Gair. Prior to settling in Aberdeen Mr. Laing had spent nearly twelve years with the Colombo Apothecaries Co., Ltd., Ceylon, and had served throughout the war with the R.A.M.C.—in France, Egypt and Palestine. Since taking over the pharmacy he has extended the premises in order to incorporate an up-to-date sight-testing room and has fitted up a photographic developing and printing department in the cellar under the shop.

Mr. James Mackenzie

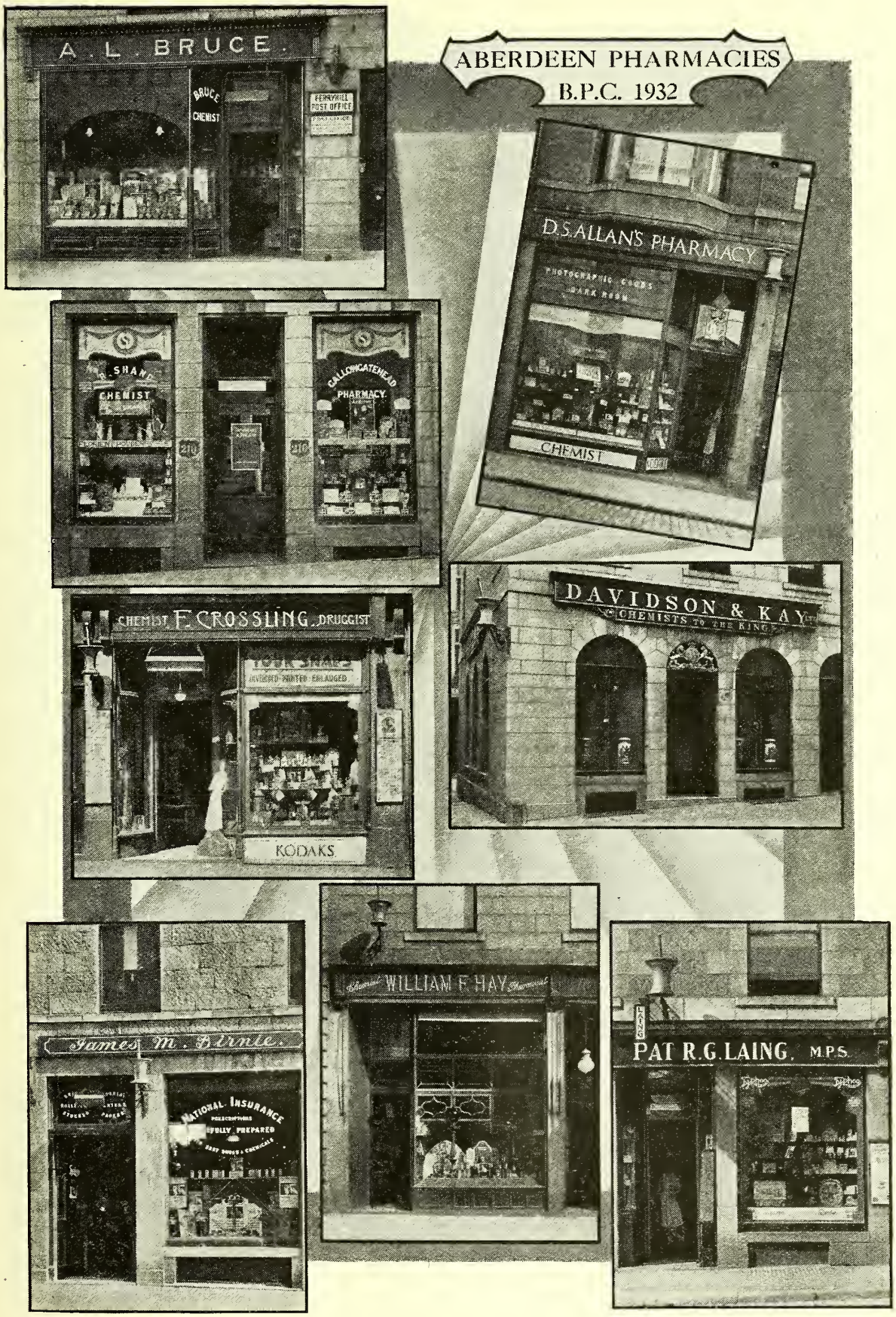
Holburn Street, served his apprenticeship in this pharmacy with Mr. George Stephen (now in Huntly, Aberdeenshire), and, after extensive experience in London, both in the general retail and high-class West End dispensing businesses, returned to Aberdeen and commenced on his own account twenty-one years ago. Belonging to a family of dentists (of whom there are four) he practises dentistry as well as pharmacy, and an extensive dental practice is carried on in rooms above the shop.

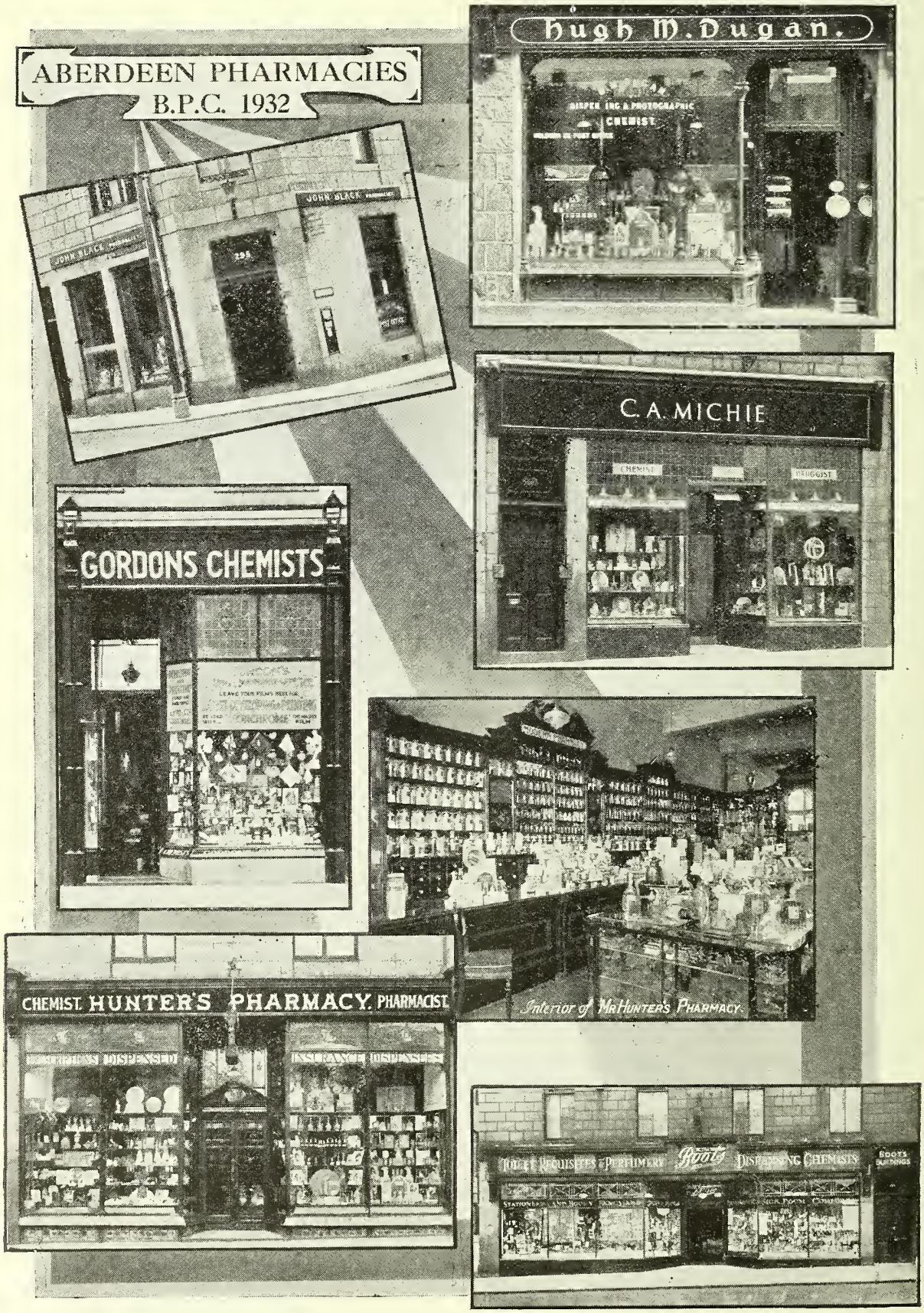
Mr. Charles A. Michie,

who was born and educated in Aberdeenshire, served his apprenticeship with Mr. A. P. Wallace, Aberdeen. After a few years' experience in Aberdeen as a junior assistant he secured an appointment with Mr. W. Seivewright, Glasgow, where he was able to attend the classes conducted by Mr. John Lothian and Mr. Malcolm M. Irvine, and passed the Qualifying examination in 1913. In August 1914 Mr. Michie enlisted as a dispenser in the R.A.M.C., and went to France with No. 9, C.C.S., later being transferred to No. 6, C.C.S. On demobilisation in March, 1919, he took up duty with Smith & Govan, St. Andrews. He started on his own account in July 1920 by purchasing the old-established business of the late Mr. W. Giles, 123 Crown Street, Aberdeen, and some years later acquired an establishment at 57 Park Street, and was appointed sub-postmaster. In February of this year Mr. Michie purchased Mr. J. D. Duncan's business at 231 Union Street (now his headquarters), and has since modernised the premises. Mr. Michie is chairman of the Aberdeen and North of Scotland Branch of the Photographic Dealers' Association.

Mr. J. G. Mutch

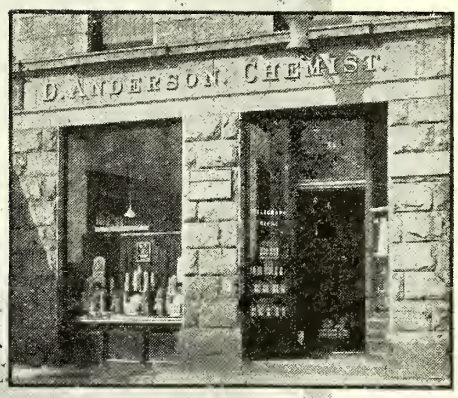
is a native of Huntly, Aberdeenshire. He commenced his apprenticeship in 1905, in what was looked upon as the oldest established pharmacy in Aberdeen, situated in Exchequer Row, and carried on by Mr. Charles Simpson, now of 23 King Street. Needless to say he received a thorough grounding in dispensing, and after a sojourn of seven years with Mr. Simpson entered the employment of the late Mr. James Spence, 138 Rosemount Place, Aberdeen. In April 1915 Mr. Mutch commenced a three months' course of study under the tutorship of the late Mr. Gilbert Simpson, then of Robert Gordon's Colleges, and successfully negotiated the Minor in July of that year. He then did locum work in various places in the North of Scotland, and finished up by taking over the managership of a branch shop in Glasgow, belonging to the late Mr. Bonnar, Rutherglen Road. On the decease of the late Mr. William Wallace, 81 King Street, Aberdeen, Mr. Mutch came north in the latter part of 1916, and took over the business on his behalf. In 1917 he added photography to his other activities, and was at that time one of the few Kodak dealers in Aberdeen. He had always the desire to get into more modern premises, and in 1924 accomplished that by transferring the business across the street to No. 90. Looking around for other means of increasing his connection he took up the study of optics, passed the examination of the College of Optics, and in 1929 obtained the diploma

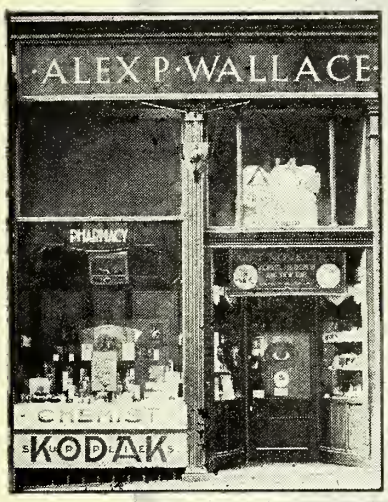

ABERDEEN PHARMACIES
B.P.C. 1932
A. L. BRUCE.
BRUCE
CHEMIST
KERRYHILL POST OFFICE
D.S.ALLAN'S PHARMACY
CHEMIST
SHAW
CHEMIST
CALLONGATEHEAD
PHARMACY
210
216
DAVIDSON & KAY
CHEMISTS TO THE KING
CHEMIST F. CROSSLING DRUGGIST
KODAKS
James M. Birnie.
NATIONAL INSURANCE
WILLIAM F. HAY
PAT R.G. LAING M.P.S.


ABERDEEN PHARMACIES
B.P.C. 1932
JOHN BLACK
Hugh M. Dugan.
CHEMIST
C.A. MICHIE
CHEMIST
DRUGGIST
GORDONS CHEMISTS
Interior of Mr Hunter's Pharmacy.
CHEMIST HUNTER'S PHARMACY PHARMACIST
DISPENSING
INSURANCE DISPENSERS
TOILET REQUISITES & PERFUMERY
Boots
DISPENSING CHEMISTS
BOOTS BUILDINGS

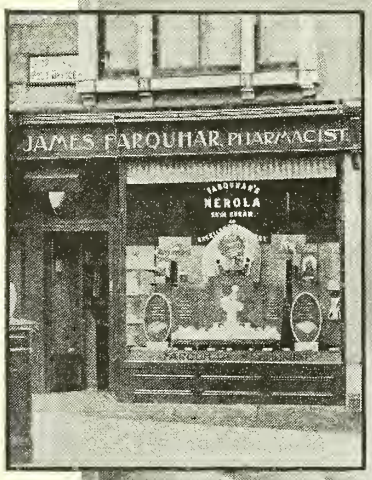
ABERDEEN PHARMACIES
B.P.C. 1932

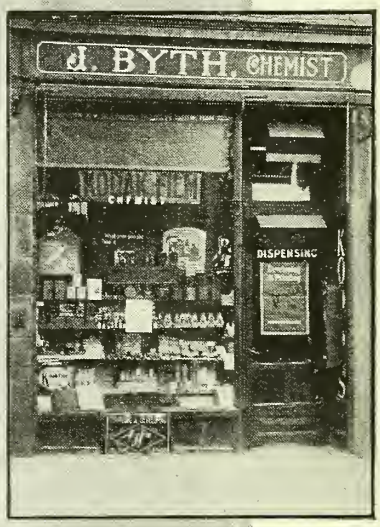
DAVIDSON & KAY, LTD. ALFORD PLACE. Above – Interior.

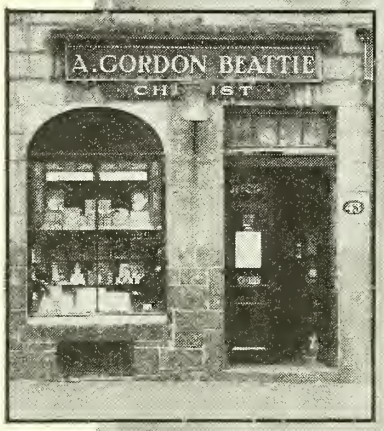


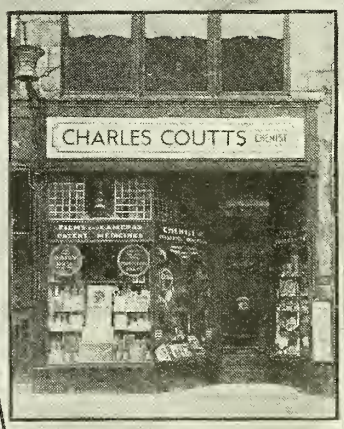


ABERDEEN PHARMACIES
B.P.C. 1932









of the Worshipful Company of Spectacle-makers. Since he has been in business he has always taken a keen interest in the affairs of the local Association; he is now vice-president in his second year of office.

The Northern Co-operative Society, Ltd.,

whose drug department has been in existence for over a quarter of a century, has nine modern and well-equipped pharmacices, where considerable dispensing business, both private and insurance, is done. Toilet preparations, perfumery and pharmaceutical, are well displayed in each branch, and the surgical side of the business is a special feature. There is also an up-to-date photographic department at each branch. The Northern Co-operative Society manufacture and pack their own specialities in their laboratory and warehouse at Berryden Road, which, like the nine branches, is managed by an experienced qualified chemist, with the registered superintendent supervising the entire department. A staff of fifty-three, including thirteen qualified chemists, is kept busy with the various activities of the department. The Co-operative pharmacies are well situated in the main thoroughfares of the city, while the windows and general appearance of the shops indicate, to a marked degree, the pharmaceutical character of the branches.

Mr. Robert Shand

conducts in Gallowgate a good family business, with a fair amount of Insurance dispensing and photography. He served his apprenticeship with Mr. James McDonald, Fraserburgh (under Mr. W. W. Cruickshank, manager, who is now in business on his own account in Fraserburgh). After a period with Mr. F. W. Hay, Aberdeen, and a course of study at Robert Gordon's Colleges, Mr. Shand qualified in 1908. He then returned to Mr. Hay for a short time. Following considerable experience in Newcastle-upon-Tyne, Mr. Shand became the proprietor of his present pharmacy early in 1916. During the war he served in France with the Royal Garrison Artillery and for six months prior to demobilisation was personal orderly to the brigade medical officer—thus he was afforded an opportunity to renew his acquaintance with drugs and dressings before restarting in his own business.

Charles Simpson & McConnach

is the title of a business having a history dating back to 1803. Mr. Simpson served his apprenticeship with Mr. D. A. Mortimer, at No. 1 Exchequer Row, and afterwards went to Frazer & Green, Glasgow, for further experience. Returning to Aberdeen, he purchased the old business in Exchequer Row and conducted it for many years. In 1908, on account of city improvements, he removed to King Street, where he has since been, and continues to do a large dispensing business. Latterly Mr. Simpson assumed as a partner his son-in-law, Mr. John McConnach, the business being carried on as Charles Simpson & McConnach. Naturally, they are proud of the fact that they are successors to the oldest business in Aberdeen.

Mr. Alexander P. Wallace

served an apprenticeship of five years with Reid & Sons, 45 Union Street, Aberdeen, and then enlarged his experience with Davidson & Kay, passing the Pharmaceutical Society's Minor examination in 1896. Subsequently he became branch manager to the late Mr. Maclagan, Grangemouth, and acted in the same capacity to the late Mr. D. A. Mortimer, Chetten Place, Aberdeen. Mr. Wallace started on his own account at Victoria Road, Torry, where a large dispensing and retail business was developed. He opened his present shop at 14 Bridge Street, Aberdeen, in 1923, disposing of the Torry business to the present proprietor, Mr. A. M. Mitchell, in 1928. His present business is conducted on modern lines, consisting chiefly of dispensing and high-class perfumery and toiletries and optics. In 1927 he became a member of the British Optical Association. He was president of the Aberdeen Pharmaceutical Association, 1929-1931.

Mr. Marshall Keith Watt

was apprenticed to the firm of George Reid & Sons, Aberdeen, the proprietor of which business, Mr. John Johnston, was for many years a member of Council of the Pharmaceutical Society. After qualifying in 1896, Mr. Watt became dispenser at the Aberdeen Royal Infirmary for three years, but in 1900 emigrated to Singapore, where he was manager of The Dispensary for nearly nine years. While there he helped in the formation of The Straits Pharmaceutical Association, and became a member of the Singapore Volunteers. On his return to Aberdeen he commenced business in King Street, later acquiring his present business at 28 Esslemont Avenue. He passed the Fellowship examination of the British Optical Association in 1927. Mr. Watt has long been an active member of the Aberdeen Pharmaceutical Association, particularly in its educational work; as a tribute to his services he was elected president in 1931, and holds that office at the present time. His business, which was commenced in 1895 by the late Mr. Newell B. Cran, is in a working class district. Also, like many other Aberdeen pharmacies, it has a sub-post office connected with it. Mr. Watt finds recreation and interest in bee-keeping as a hobby.

Watt & Stephen, Ltd.,

Chattan Place, is presided over by Mr. William Watt and Mr. Edward S. Stephen. The former served an apprenticeship with William Paterson & Sons, Aberdeen, and, when eighteen years of age, "held Sooth"—to London where, at first, he acquired a varied experience of the wholesale, coming in contact with prominent men of a former generation. His first situation was with Hodgkinson, Stead & Treacher, when Mr. William and Mr. Charles Hodgkinson were in the firm—"a finely appointed wholesale house." He was next with Wright, Layman & Umney, Ltd., at the period when the late "J.C.U." joined his father's business. Mr. Watt recalls that while there he quaffed a quantity of ext. ergot. liq. in mistake for ext. glyc. liq. He hurried to the lab., where the chief, Mr. J. O. Braithwaite, administered a stiff dose of vin. ipecac., telling him to retire and "wait events." He liked Mr. Charles Umney in spite of the "wiggings" he received from him, and regarded him as a fine type of English business gentleman. A short time with Baiss Bros. & Co., Jewry Street, was followed with a similar period at Hodgkinson, Prestons & King, where he put up drugs for the Navy. His last situation in the wholesale was with Burgoyne, Burbidges, Cyriax & Farries, Coleman Street. One of the two last mentioned, along with the manager, used to make a morning tour of inspection through the warehouse, their advent being signalled upstairs from the export packing-floor, till Mr. (Thomas) Farries "tumbled to it" and asked the manager why "T in a diamond!" (⟨T⟩) was always yelled when on that floor. "Coincidence" as a reason was swallowed with great difficulty. Mr. Watt then entered the retail, and was for some time a locum at the Homœopathic Hospital, Great Ormond Street. He was then for four years in a private medical practice as a dispenser and surgery attendant, gaining much experience in medical treatment and minor surgery. He afterwards studied at the Metropolitan College of Pharmacy, and passed the "Minor." This was followed by the appointment, as dispenser, at the Royal Westminster Ophthalmic Hospital, a post which he held for four years, when he opened a retail business in the East of London: this he carried on successfully for eight years. Then, breaking tradition, he recrossed the Border (with a London lady as his wife), and took over a business at Turriff, Aberdeenshire, which, four years later, he sold to Mr. (now Provost) Cruickshank. He finally settled at 1 Chattan Place, in the granite city. Mr. Watt was local branch secretary for eight years, resigning two years ago. His partner Mr. Edward S. Stephen (his nephew by marriage), served his apprenticeship with Mr. A. P. Wallace, Torry, and, after war service in France and Germany, returned to Mr. Wallace as manager of his branch shop. Four years ago he joined with Mr. Watt in the company now carried on as Watt & Stephen, Ltd.

Trade Report

Where possible scales of prices of chemicals are given for bulk down to small quantities. Prices recorded for crude drugs, essential and fixed oils and coal tar products are for fair sized wholesale quantities. Qualities of chemicals, drugs, essential and fixed oils, etc., vary, and selected brands or grades would be at higher values

28 Essex Street, W.C.2, September 8

THE better tone in the markets reported last week is being generally maintained. The tendency for values to recover is mainly in the shipment markets, and this is having a strengthening effect on spot. Holders of spot stocks, particularly of crude drugs and some essential oils, are now rather reserved in their offers. In the pharmaceutical chemicals market business has continued on recent modest lines and prices quoted are generally unchanged. Tannic acid, leviss, is dearer. Early in the week business in crude drugs was quite active and the tone firm at the advances recorded; latterly the demand has fallen off, but prices are well held here, due to the generally firm and rising shipment markets. Agar-agar has been active and is dearer for shipment. Buchu is firm on spot and may well advance. Cascara sagrada is dearer for shipment and business is good. There is a much better tone in ipecacuanha, the market closing firm. Japanese menthol, after moving to higher rates, closes a shade up on the week for shipment. Rubber shows a revival of business at further slightly improved figures. Senega is firm on spot and for shipment. In the essential oils market the improved tone is maintained and business is fairly satisfactory. Citronella is fully steady, with a moderate demand. New crop lavender is likely to be dearer. Sicilian lemon and orange are slackening off with the end of the season. Japanese peppermint was active early on and closes a little below the best and very steady. American oil for shipment is firm, with a tendency to advance. There has been a big jump in the value of wormseed oil, with business active and the market closing firm.

Exchange Rates on London

THE following is a list of the chief Continental and other exchange rates at the opening on Thursday morning:—

Centre	Quoted	Par	September 8	Value of the £
Amsterdam ..	Fl. to £	12.107	8.71½	14/4½
Berlin	Mks. to £	20.43	14.70	14/4½
Brussels ..	Belga to £	35	25.22¼	14/5
Copenhagen ..	Kr. to £	18.159	19.30	21/3
Lisbon ..	Esc. to £	110	110	20/0
Madrid ..	Ptas. to £	25.22½	43⅜	33/11
Milan	Lire to £	92.46	68¼	14/6¼
Montreal ..	Dol. to £	4.86⅔	3.84	15/9½
New York ..	Dol. to £	4.86⅔	3.49 5/16	14/4¼
Oslo	Kr. to £	18.159	19.95	21/11½
Paris	Fr. to £	124.21	89¼	14/4½
Prague ..	Kr. to £	164.25	118	15/2
Stockholm ..	Kr. to £	18.159	19.47½	21/4¾
Warsaw ..	Zloty to £	43.38	31½	14/6
Zurich.. ..	Fr. to £	25.2215	18.10	14/4¼

Bank rate 2 per cent.

Pharmaceutical Chemicals, etc.

THE general tone continues fully steady, with no weakness on the part of sellers. Business is moving on a fair scale in most products. Tannic acid is dearer. Salicylates are in good request. Barbitone is quoted dearer.

ACETANILID is unchanged on a quiet market: B.P. crystals and powder, 1s. 5½d. to 1s. 8d. per lb. as to quantity.

AMIDOPYRIN has received a little more inquiry, with spot still rather below replacement costs: spot, crystals, two cwt., 18s. 2d.; less than two cwt., 18s. 6d. per lb., with powder 2d. per lb. extra.

AMMONIUM BENZOATE is quoted from 3s. 4d. to 3s. 6d. per lb. as to quantity, with not much business moving.

ASPIRIN.—The market is very steady and business is moving on a good scale; makers' and dealers' prices are level. Home trade: ten cwt., 2s. 7d.; five cwt., 2s. 8d.; one cwt., 2s. 8½d.; ; 28 lb., 2s. 9d.; 14 lb., 2s. 10d.; 7 lb., 3s. per lb. Export to Colonies and British Possessions: ten cwt., 2s. 7d.; five cwt., 2s. 8d.; one cwt., 2s. 8½d. per lb., f.o.b.; less than one cwt., 2s. 9d. per lb., ex works.

BARBITONE.—Spot is dearer and is now more in line with forward values: spot, one cwt., 11s.; 56 lb., 11s. 3d.; 14 lb., 11s. 6d.; smaller parcels, 11s. 9d. per lb.

BENZOIC ACID (B.P.) continues to meet with a fair inquiry and the market is steady: quantities, ex works, 1s. 9½d.; spot parcels, 1s. 10d. to 2s. per lb., ex store, as to quantity.

BISMUTH SALTS.—Makers' prices remain unchanged, as follows:—

——	8 lbs. and under 28 lbs.	28 lbs. and under 1 cwt.	Not less than 1 cwt.
	Per lb. s. d.	Per lb. s. d.	Per lb. s. d.
Carbonate ..	7 3	6 9	6 6
Citrate	9 7	9 1	8 10
Nitrate cryst. ..	5 1	4 7	4 4
Oxide	10 9	10 3	10 0
Salicylate ..	8 0	7 6	7 3
Subchloride ..	10 7	10 1	9 10
Subgallate ..	7 8	7 2	6 11
Subnitrate ..	6 5	5 11	5 8

A rebate of 3d. per lb. will be allowed on sales of not less than 2 cwt. (either for prompt delivery or on contract) provided delivery is completed or paid for within three months. Liquor bismuthi (B.P.) in w-qts., 1s. 1½d. per lb.; in six w-qts., 11d. per lb.; in 12 w-qts., 9½d. per lb.; in 36 w-qts., 9d. per lb., without engagement.

BROMIDES.—Business is moving on modest lines, with makers' and dealers' prices steady: ammonium, not less than five cwt., 1s. 9d.; one cwt., 1s. 10d.; smaller quantities, 2s. 1d. per lb.; potassium, B.P. crystals and granular, not less than five cwt., 1s. 6d.; one cwt., 1s. 7d.; smaller quantities, 1s. 10d. per lb.; sodium, B.P., not less than five cwt., 1s. 8d.; one cwt., 1s. 9d.; smaller quantities, 2s. per lb., net, without engagement. Special prices for larger quantities.

CAFFEINE.—Spot is competitive, with business small: pure alkaloid, 5s. 8d. to 6s. 2d. per lb.; citrate, 4s. 4d. to 4s. 8d. per lb. as to quantity.

CALCIUM LACTATE meets with occasional business; market competitive: spot, one cwt., 1s. 1d.; 56 lb., 1s. 2d.; 28 lb., 1s. 2½d.; smaller parcels, up to 1s. 6d. per lb.

CHLORAL HYDRATE.—Makers' prices are steady and command the home market: duty-paid crystals, in 14-lb. free containers, five cwt., 3s. 4d.; one cwt., 3s. 5d.; 56 lb., 3s. 6d.; 28 lb., 3s. 7d.; 14 lb., 3s. 8d. per lb.; 28-lb. jars, one penny per lb. extra

CITRIC ACID (B.P. CRYSTALS).—Home makers are quoting at 10½d. per lb., less 5 per cent. discount, nominal and without engagement. Second-hand parcels are competitive.

CREAM OF TARTAR.—British makers are quoting 99 to 100 per cent. at 87s. per cwt., less 2½ per cent. discount, nominal and without engagement. Dealers are quoting at about level prices.

CREOSOTE CARBONATE remains rather dull, with dealers quoting spot at about 8s. 6d. to 10s. per lb., as to quantity.

ETHER (METHYLATED).—Makers' prices are as follows: s.g. 0.750, 1s. 1½d.; 0.735, 1s. 2d.; 0.730, 1s. 2d.; 0.725, 1s. 4d. per lb., in w-quarts; 12 w-quarts, halfpenny less, and packed in drums or carboys, 1d. less.

GUAIACOL CARBONATE is fairly steady on spot, although rather quiet: dealers quote one cwt., 8s.; 56 lb., 8s. 1d.; 28 lb., 8s. 2d.; smaller parcels, up to 8s. 6d. per lb.

HEXAMINE.—Gold standard prices for material to come forward are unchanged: five cwt., 1s. 8d.; two cwt., 1s. 8½d.; smaller parcels, up to 2s. per lb. Spot offers are rather irregular, with two cwt. about 2s. 3¼d.; one cwt., 2s. 4d.; up to 2s. 8d. per lb. for small parcels.

HYDROQUINONE is quoted steadily by importers; business fair: ten cwt., 4s. 8¾d.; five cwt., 4s. 9½d.; two cwt., 4s. 10¼d.; one cwt., 4s. 10¾d.; 56 lb., 4s. 11¾d.; 28 lb., 5s. 1¾d.; 14 lb., 5s. 3½d.; 7 lb., 5s. 5½d. per lb., carriage paid.

LACTIC ACID (B.P.).—The market is steady and business is fair at competitive prices: quantities in carboys, 1s. 5½d. to 1s. 6½d. per lb.; small lots, in demijohns and winchesters, 1s. 7d. to 1s. 8½d. per lb., carriage paid.

MERCURIALS.—Makers' prices for these salts continue unchanged.

METHYL SALICYLATE (B.P.).—Makers' and dealers' prices are level; market steady and business very fair: one ton and over, 1s. 4½d.; ten cwt., 1s. 5d.; five cwt., 1s. 5½d.; one cwt., 1s. 6d.; less than one cwt., 1s. 6½d.; smaller quantities, in bottles, up to 2s. per lb.

METHYL SULPHONAL is steady on spot as quoted by importers: two cwt., 19s. 4d.; one cwt., 19s. 9d.; 56 lb., 20s. 3d.; small parcels, 21s. per lb.

MILK SUGAR.—Continental material is receiving some inquiry and is quoted at keen prices: one ton, 50s. 6d.; ten cwt., 51s. 6d.; two cwt., 53s. per cwt., in two-cwt. cases.

PHENACETIN.—Some spot prices are cheaper than material to come forward; the market tends to become steadier: crystals, ten cwt., 5s. 4½d.; five cwt., 5s. 6d.; two cwt., 5s. 7½d.; and less, up to 6s. 3d. per lb., with powder 2d. per lb. extra.

PHENAZONE.—Cheap sellers are not so much in evidence and spot prices tend to close up to replacement costs: crystals, ten cwt., 9s. 7½d.; five cwt., 9s. 10d.; two cwt., 10s.; and less, 10s. 4½d. per lb., with powder 2d. per lb. extra.

PHENOLPHTHALEIN.—Business is rather limited and competition is keen: cwt. lots, about 3s. 6d., and up to 4s. 3d. per lb. for small parcels.

POTASSIUM PERMANGANATE (B.P.) is moving well in smallish quantities and the market is steady: quantities, in drums, 8½d. to 9d.; druggists' parcels, 9¼d. to 10d. per lb.

POTASSIUM SULPHOGUAIACOLATE is a dull market, with dealers quoting at about 4s. 9d. to 5s. per lb., as to quantity.

PYROGALLIC ACID continues to be quoted unchanged; market rather quiet: one cwt., 6s. 9d.; 56 lb., 7s.; 28 lb., 7s. 3d.; 14 lb., 7s. 9d.; 7 lb., 8s. 6d. per lb., in 7-lb. tins.

QUININE SULPHATE.—The Convention figure is maintained at 2s. 4d. per oz., carriage paid on bulk quantities.

RESORCIN.—Dealers' prices are steady and business is fairly satisfactory: crystals, one cwt., 4s. 6d.; 56 lb., 4s. 7d.; 28 lb., 4s. 8d.; 14 lb., 4s. 10d.; 7 lb., 5s.; less than 7 lb., 5s. 6d. per lb., with powder 5d. per lb. extra.

SALICYLIC ACID (B.P.).—Makers' prices are firm: one ton, 1s. 5d.; ten cwt., 1s. 5½d.; five cwt., 1s. 6d., one cwt., 1s. 6½d.; small parcels, up to 2s. per lb.

SALOL continues to be quoted at the controlled figures: crystals, two cwt., 5s. 2¾d.; one cwt., 5s. 4¾d.; 56 lb., 5s. 6d.; smaller parcels, 5s. 7½d. per lb.; powder, 2d. per lb. extra.

SODIUM BENZOATE (B.P.).—There is keen competition for a rather limited volume of business: bulk quantities, about 1s. 7d.; cwt. lots, 1s. 7½d.; smaller parcels, up to 2s. per lb.

SODIUM DIETHYLBARBITURATE.—Dealers are not finding much business; spot is irregular on quotation: one cwt., 12s. 9d.; 56 lb., 12s. 10d.; 28 lb., 13s.; 14 lb., 13s. 2d.; 7 lb., 13s. 3d.; smaller parcels, up to 13s. 9d. per lb.

SODIUM SALICYLATE (B.P.).—Makers' and dealers' prices are steady and business sustained on a good volume. Home trade: powder, two tons, 1s 10d.; one ton, 1s. 10½d.; ten cwt., 1s. 11d.; five cwt., 1s. 11½d.; one cwt., 2s.; 28 lb., 2s. 1d.; 14 lb., 2s. 3d. per lb., with crystals 1d. per lb. extra.

SULPHONAL.—Dealers' prices are about steady, although business is rather slow: crystals, two cwt., 15s. 7d.; one cwt., 16s.; 56 lb., 16s. 3d.; small parcels, up to 17s. per lb., with powder 2d. per lb. extra.

TANNIC ACID (LEVISS).—The market is quoted dearer from 3s. 6d. to 3s. 9d. per lb. as to quantity.

TARTARIC ACID (B.P. CRYSTALS).—Makers' quoted price for home trade is 11¼d. per lb., less 5 per cent. discount, nominal and without engagement. Dealers are quoting at keen prices.

THEOBROMINE.—Business is limited, but the market is fairly steady as quoted: pure alkaloid, 5s. 6d. to 5s. 9d.; sodium salicylate, 5s. 3d. to 5s. 6d. per lb. as to quantity.

VANILLIN.—Business has been moderate and cheap offers are not so much in evidence: ex guaiacol, one ton, 14s. 3d.; ten cwt., 14s. 6d.; five cwt., 14s. 9d.; three cwt., 15s.; one cwt., 15s. 3d.; 56 lb., 15s. 6d.; 28 lb., 15s. 9d.; 14 lb., 16s.; less, 16s. 3d. per lb.; ex clove oil, 16s. to 18s. per lb. as to quantity, from one ton to less than 14 lb.

Crude Drugs, etc.

AGAR-AGAR.—Business became active early on, and has since slackened off a little. Spot is fully steady with shipment dearer. Spot, Kobe No. 1, 2s. 11d.; No. 2, 2s. 9d.; Yokohama No. 1, 2s. 9d. per lb. Shipment, Kobe No. 1, 2s. 2d.; No. 2, 1s. 9½d.; Yokohama No. 1, 1s. 9½d. per lb. c.i.f.

BALSAMS.—The market is steady; business limited. *Tolu*, 3s. 6d. per lb. Canada is quoted at about 3s. 6d. to 3s. 8d. per lb.

BELLADONNA.—New crop leaves are now coming forward at 67s. 6d., and new crop root at 60s. per cwt.

BUCHU.—The feature of the market is the attitude of holders who are not anxious to push sales. Spot supplies of good green rounds are very limited, and quoted firm at from 1s. 3d.; fair, 1s. 1d. to 1s. 1½d.; off colour, 11d. to 1s. per lb. Ovals, 9¼d. to 9½d. per lb., as to colour.

Exports from South Africa for the period January-June 1932 totalled 125,016 lb., valued at 2,560 waarde, compared with 139,872 lb., valued at 4,152 waarde, for the same period of 1931.

CAMPHOR.—The market, both spot and shipment, in Japanese, continues steady, although business is on the quiet side. Spot, slabs, 2s. 4½d.; tablets, 3s. per lb.; shipment, slabs, 1s. 9¾d.; flowers, 1s. 10¼d.; tablets, 2s. 3½d. per lb. c.i.f. English refined is quoted unchanged: flowers, one cwt., 3s. 1d.; 28 lb., 3s. 2d.; small lots, 3s. 3d. per lb. Transparent tablets, 4 oz., 8 oz. and 16 oz., 3s. 4d.; 1 oz. and 2 oz., 3s. 5d.; ½ oz., ⅓ oz. and ¼ oz., 3s. 6d. per lb.; special prices for contracts for quantities.

CANTHARIDES.—New crop is not yet available, and prospects are uncertain.

CASCARA SAGRADA.—The firmer tendency in the shipment market noted last week is confirmed, with the price at 42s. 6d. per cwt. c.i.f. for car-load lots, and buyers are interested. Spot, 1931 peel, 57s. 6d.; 1932 peel is dearer at from 50s. per cwt.

CHAMOMILES.—Quotations for new crop for shipment coming to hand are irregular, and about 25s. per cwt. dearer on the week. Gathering of crop is nearly completed, and growers are not satisfied with yield, and are withholding supplies of the good qualities from the market.

CLOVES.—Zanzibar, on spot, is a point dearer on the week at 7¾d., with August-October shipment at 6¾d. per lb. c.i.f. Madagascar, spot, 7¾d. per lb.

The landings of Zanzibar in London during the week ended September 3 were *nil* and the deliveries 82, leaving a stock of 1,223, against 674 in 1931. From January 1 to date landings of Zanzibar have been 4,401, against 1,541 in 1931, and the deliveries 5,165, against 1,886 in 1931. Landings of Madagascar for the week ended September 3 were *nil* and the deliveries two, leaving a stock of 1,469, against 1,211 in 1931. Landings of Madagascar this year to date have been 814, against 2,320 in 1931, and the deliveries 352, against 2,015 in 1931.

COCOA BUTTER.—Prime English is quoted from 8¾d. to 10¼d. per lb., as to quantity.

COCONUT (DESICCATED).—The market shows a further advance: business is good, and the market is very steady. Spot, fine, 24s.; medium, 23s. 6d.; shipment, halves, September-October, 22s. 6d. per cwt. c.i.f.

COD-LIVER OIL.—Business continues fairly active, and the market is fully maintained at 87s. 6d. per barrel c.i.f. for finest Lofoten steam refined, non-freezing medicinal oil, with spot about 100s. to 102s. 6d. per barrel. Some brands may be cheaper. Exports to September 3 totalled 51,097 barrels, compared with 45,926 barrels at the same time last year.

ERGOT.—Russian material seems to be rather freely offered in the region of 1s. 2¾d., and less for bulk quantities. New crop Spanish for shipment is quoted at about 1s. 5d. per lb. c.i.f.

GELATIN is a steady market, and business is fair: spot, gold leaf, 2s. 2d.; silver leaf, 2s.; bronze leaf, 1s. 8½d.; thin leaf, 1s. 7½d. per lb. in cwt. cases.

GUM ACACIA has been rather dull this week, with quoted values unchanged. Spot, Kordofan cleaned sorts, 37s. 6d.; natural, 35s. 6d.; bleached, 77s. per cwt. Shipment, Kordofan cleaned sorts, 31s. 6d.; natural, 29s. 6d. per cwt., c.i.f.

HENBANE.—Small supplies available on spot at 40s. per cwt.

HENNA LEAVES.—Ample stocks are available on spot for which the demand is disappointing: quoted from 22s. 6d. to 30s. as to grade.

IPECACUANHA.—The tone here is fully steady to firm. Offers from the Continent, which had depressed the market, are

not now being made. Business on spot has been very fair and the price for Matto Grosso is 5s. per lb. Shipment quotations are difficult to obtain.

MENTHOL.—Business was active over the week-end and the shipment price advanced to 10s. paid, but has since fallen back to 9s. 9d. per lb., c.i.f., for October-December and January-March, and at this figure the market is fully steady. Spot, K/S brands, nominal at 12s. per lb., and less for bulk quantities.

MERCURY.—There has been more life in this market and the spot value is now steady, with quantities from £10 per bottle up to £10 7s. 6d. for small lots, ex warehouse.

OPIUM.—The market continues steady, with the price at 1s. 4d. per unit, landed and duty paid.

ORRIS ROOT.—The market is firm, with finest Florentine at 50s. and Verona at 47s. 6d. per cwt.

PEPPER.—Quoted values are about level on the week; market steady. Lampong, spot, 6⅜d.; shipment, August-October, 5½d.; October-December, 5½d. per lb., c.i.f. Tellicherry, spot, 7¼d.; shipment, September-November, 66s., c.i.f. Aleppy, spot, 7d.; shipment, September-November, 61s., c.i.f. White Muntok, spot, 7½d.; shipment, August-October, 6 5/16d.; October-December, 6½d. per lb. c.i.f.

PIMENTO.—The spot value is maintained at 3½d. per lb., and forward is again dearer at 31s. per cwt., c.i.f., for September-October shipment.

RHUBARB.—Market is steady but rather dull. Spot, Shensi, 4s. 3d.; rough round, 1s. 1d. to 1s. 4d. per lb.

RUBBER.—After falling back early in the week prices have recovered and show a further slight advance, the market closing steady and business moving on a fair scale. U.K. stocks total 105,062 tons, against 136,250 tons a year ago. Standard ribbed smoked sheet, sellers, spot, 3 1/16d.; September, 3 1/16d.; October, 3 3/32d.; October-December, 3⅛d.; January-March, 1933, 3 1/16d.; April-June, 3 5/16d.; July-September, 3 7/16d. per lb.

SAFFRON is meeting with more inquiry, with dealers' prices steady. Spot, prime B.P., 55s.; extra B.P., 50s.; super B.P., 48s. 3d. per lb., and less for bulk quantities.

SARSAPARILLA is keeping steady and average business in little lots has been done. Grey Jamaica, 1s. 10d. to 1s. 11d. per lb.; native, mixed colours, 1s. 1d. to 1s. 2d. per lb.

SEEDS.—ANISE.—Spot, Spanish, 52s. 6d.; Turkish, 34s.; Russian, 35s. CANARY.—Market lower. Spot, Mazagan, 14s.; Tangier, 13s. 6d.; Kenitra, 12s. 6d. LINSEED quiet. Mazagan, spot, 13s.; Morocco, 12s. CORIANDER.—Morocco, 1929 crop, 16s. spot. New crop offered firm at 15s. 6d., c.i.f.; wormy, 14s. to 15s. CUMIN.—Malta: parcel due in about three weeks, 35s. quoted; Morocco quiet, 32s. 6d. spot. FENUGREEK.—Morocco, 13s. spot; shipment, 10s. 6d., c.i.f. CARAWAY.—Dutch, on spot, 30s., duty paid. MUSTARD.—English, 21s. 6d. to 28s., according to quality. No extra bold quality offering.

SENEGA.—Business has been moving on a fair scale and spot is firmly held at 2s. 2d. to 2s. 3d., with shipment holding at 2s. 1d. per lb., c.i.f.

SENNA.—At the recently reduced prices there has been more interest in Alexandrian hand-picked pods. Manufacturing pods have been moving at 4½d. to 5d. per lb., as to quality. Tinnevelly leaves on spot are in very fair demand: bold to extra bold, 7d.; medium, 4½d.; best green No. 3's have all been cleared. Hand-picked pods, 7d.; f.a.q., 4⅞d. to 5d. per lb. The shipment market is reported steady.

SHELLAC.—The market is steady and values are unchanged, with more inquiry about. Standard TN orange, 67s.; fine orange, 80s. to 142s. 6d.; pure button, 85s. per cwt. For delivery, TN, October sold at 60s. 6d.; December at 61s. 6d.; March, 66s. 6d. per cwt. For arrival, TN, September-December, 57s. per cwt., c.i.f.

SQUILL.—Supplies of new crop good white are quoted at 22s. 6d. per cwt.

STRAMONIUM LEAVES.—Spot supplies are offering at about 45s. per cwt. New crop is not yet available.

WAX (VARIOUS).—Business has been rather better this week and the products in this section are all steady as quoted. CARNAUBA, fatty grey and chalky grey, is quoted at 85s.; medium yellow is unchanged at 130s.; fine yellow, 145s. CANDELILLA is steady at 75s. per cwt. SPERMACETI, steady at 9¼d. per lb. spot. PARAFFIN is about steady from 22s. 6d. to 50s. per cwt. as to melting point. CERESIN is quoted from 35s. to 80s. per cwt., as to colour and melting point. BEES' is about steady, with the market showing more life; bleached, discs, £7 10s.; slabs, £7 5s.; yellow refined, £5 12s. 6d.; yellow crude, 97s 6d. per cwt. spot.

Essential Oils, etc.

OVER the week-end business was active and the general tone was firm, with values of a number of products moving up. Latterly the demand has fallen off a little, but the tone is quite steady and most of the recent advances in price are maintained. Wormseed is much dearer, but is still comparatively cheap. Japanese dementholised peppermint is steady, and the shipment market for the American oil continues firm.

ANISE (STAR).—The market has remained rather quiet, but values are steady: spot, "Red Ship," in leads, 1s. 11d.; in tins, 1s. 9½d.; in drums, 1s. 9d.; shipment, in leads, 1s. 8d.; in tins, 1s. 6¾d.; in drums, 1s. 6½d. per lb., c.i.f.

BOIS DE ROSE.—It is now difficult to locate bulk supplies of Cayenne on spot, and the price is nominal at 9s. 6d. per lb. Bulgarian is quoted at 4s. 9d. per lb., spot.

CARAWAY has met with rather more inquiry, with Continental twice-rectified about 7s. 6d. to 7s. 9d. per lb., for quantities; crude, 5d. per lb. less.

CASSIA is a point dearer for shipment at 3s. 2d. per lb. c.i.f.: spot is steady at about 3s. 9d. to 3s. 10d. per lb.

CEDARWOOD.—Spot supplies of African are available at about 1s. 7½d. in drums, and 1s. 9d. in tins. American is quoted at 1s. 10d. to 2s. on spot and 1s. 7½d. per lb. c.i.f.

CINNAMON LEAF.—A modest business, with spot in the region of 3s. to 3s. 2d. per lb.; shipment is 2s. 7d. to 2s. 8d. per lb. c.i.f.

CITRONELLA.—The recent advances in values are well maintained, and business continues fairly satisfactory; supplies on spot are rather limited. Ceylon, spot, 1s. 10½d. to 1s. 11½d.; shipment, 1s. 8½d. to 1s. 9½d. per lb. c.i.f. Java, spot, 3s.; shipment, 2s. 8d. per lb. c.i.f.

GERANIUM.—There is still a rather marked absence of demand here, with isolated cheap sellers: Bourbon, spot, 22s. 6d.; Algerian, 24s. per lb.

LAVENDER.—Further reports to hand confirm that the shipment price for new crop oil of the best brands will be fully 9s. 6d. to 10s. per lb. c.i.f.

LEMON.—Business has fallen off with the end of the season, and values continue to vary as to brand and seller on spot and for shipment. There is, however, a stronger tone at origin, and it is realised that the prices obtained this year must have been entirely unsatisfactory. Sicilian hand-pressed, spot, about 4s. to 5s., with shipment at about the same figures. Californian, spot, in drums, 57 cents per lb.

LEMONGRASS.—A fair amount of business has been done with spot in fair quantities at 2s. 1½d. per lb., and shipment at 1s. 11d. per lb., c.i.f.

MANDARIN.—Dealers are offering spot in limited quantities at about 16s. per lb.

ORANGE.—With the end of the season in sight the market has been rather dull this week; quoted prices are unchanged with some cheap sellers. Sicilian sweet, on spot, 7s., and shipment about 6s. per lb., c.i.f. West Indian, hand-pressed, 5s. per lb., c.i.f. Californian, spot, 80 to 90 cents per lb. as to quantity.

PALMAROSA is fully steady as quoted on spot at 8s. 6d. to 8s. 9d. per lb. Inquiry is fair.

PEPPERMINT.—Japanese dementholised moved to higher prices at the week-end and has since moved back to level rates on the week. Business is not so active, but the market is fully steady. On spot, 3s. 7½d.; shipment, October-December, 3s. 5d.; January-March, 3s. 5d. per lb., c.i.f. American oil: Reports from origin continue to make the market firm with natural oil, in drums, from 1 dollar 90 cents to 2 dollars, c.i.f., with a tendency to advance. Crop shortage is reported, but the estimate is looked upon as being too small in some quarters.

PETITGRAIN is steady as quoted on spot at about 4s. 3d. to 4s. 4d. per lb. as to quantity.

ROSEMARY.—This market tends to be firmer, with spot up to 1s. 10d. per lb and shipment at 1s. 5d., c.i.f.

SPEARMINT is keeping up to the former prices of 7s. 9d. to 8s. per lb., with a tendency to move higher for shipment.

SPIKE.—Business is reported to have been fairly satisfactory, with Spanish on spot about 3s. to 3s. 2d. per lb., with shipment in the region of 2s. 10d., c.i.f., for new crop. French, on spot, 5s. to 5s. 3d. per lb.

WORMSEED.—During the week business has been active and values have advanced from 10s. 9d. up to 13s., and then up to 14s. 6d. per lb. paid. The shipment figure works out at 14s. 6d. per lb., c.i.f. Spot supplies appear to be running short and holders are now looking for a spot price comparable with the new shipment figure.

Correspondence

Letters should be written on one side of the paper only. Correspondents may adopt an assumed name, but must in all cases furnish their real name and address to the Editor.

Delayed Payments

SIR,—I would like to answer some of "Retailer's" questions regarding his difficulties with credit accounts (*C. & D.*, August 27, p. 242). With regard to the customer who closed his account after ten months' credit because he was asked politely to settle it, I should say that "Retailer" was better without his custom, for it is certain that he was losing money over the deal. And in answer to problem No. 2 I should close the account myself without waiting for the customer to do so, for it is obvious in this case that "Retailer" is only being made a convenience of for the delivery of three syphons four times a year. Before I entered into business I was manager of a pharmacy where credit was given practically to everybody without question, and some of the accounts had been sent for years. I determined that I would try to cut out this kind of business; and although my predecessor had a certain number of customers running unpaid accounts, when I became familiar with the trade and neighbourhood I gradually eliminated them one by one. Although, of course, I lost some of them, in the long run I was in pocket. Now I have a very few safe credit customers who pay promptly when the account is rendered, and the rest is cash trade. "Manufacturer" (p. 226) in his three suggestions at the end of his article on "Delayed Payments" says that the big stores refuse to give credit. Is he quite sure that this is correct? I have been given to understand that of late years the multiple shops have commenced to run accounts and not against a cash deposit. His second suggestion is that no account should be allowed to run longer than the end of the second month. How is he going to enforce this unless he takes proceedings to recover his money? The third suggestion is to give a discount for prompt cash; then why not give the customer his discount for cash over the counter at the time of purchase? I cannot say that I like this idea, or the introduction of a discount for vouchers, as it would be opening the way to the adoption of price cutting, coupon systems, trading stamps, and other evils we wish to see abolished. I can remember the days before the P.A.T.A. was working actively, and where I was apprenticed we had two prices for everything, one for the cash customer and one for booking. "Manufacturer" also says that credit conditions have been made worse by the increased demands of the income-tax authorities. Will he tell us what is going to be the condition next year.—Faithfully yours,

CASH CHEMIST (5/9).

SIR,—"Mummatt's Nobby" (*C. & D.*, August 27, p. 242) would seem to contradict his own statements in his advice to chemists' assistants. First he asks if we are getting back to the pre-war state, when wholesale firms gave credit to retailers to get them under their control, and put them in the position of tied houses, and then he goes on to tell young men to find a pitch and to open up if they have only £50, as they can get credit from any firm to-day. This seems to amount to an invitation to accept the position of being a tied man. Having had many years' experience of working up a business from pre-war days to the present difficult times, I should advise any young man who has such a small capital as £50 to think well before he gets involved in credit or mortgages. It is true that one or two chemists have started on this system and have made good, but we do not hear of the many who have failed or who have broken their health in the struggle. A study of the advertisements will show that the greater number of pharmacies advertised for sale are only returning about £30 a week, and it does not take a mathematician to work out the prospects of making a paying concern on such a turnover with the present overhead charges, while the owners of these businesses must have a hard fight to keep the premises open long enough to sell them. The statement that most advertised lines show a profit of 33⅓ per cent. may be true of toilet goods, but is certainly too high for many of the patent medicines which form such a large part of the turnover to-day.—Yours truly,

THINK TWICE (6/9).

Business Knowledge

SIR,—The suggestion in your editorial article on "Pharmaceutical Scholarships" (*C. & D.*, August 20, p. 184), that there is a need for a simplified book on business knowledge for the retailer, should lead some pharmacist with expert knowledge and practical experience in running a chemist's business to compile a work to fill the gap. There would be plenty of subject-matter for such a writer to choose from, for a chemist in retail business has to have a working knowledge of all the laws and regulations affecting the ordinary shopkeeper, and a special knowledge of those particularly appertaining to pharmacy besides. In the examination in Northern Ireland (p. 200), there is a section requiring the candidate to answer questions on business methods, and this gives us some idea of the kind of information required. When we come to consider all the troubles a pharmacist has to meet and overcome daily it would seem that his knowledge must be encyclopædic, and a complete work of reference would run into a fair-sized volume.—Yours truly,

REFERENCE (29/8.)

Aberdeen in the Past

SIR,—An historian of practically a century ago, writing of Aberdeen, stated: "It is a place of great spirit and bustle and magnificence, every way worthy of its great honours as the seat of an university, the seat of much manufacture and commerce, and the fourth greatest city in all Scotland, and by far the greatest town in all the North." Such a description is even more applicable to-day, as visitors to the Conference will realise. Up to the middle of the eighteenth century the principal manufacture was woollen stockings, which sold at from 8d. to 2s. 6d. a pair. Huge quantities were exported to Holland and Germany. After that time linen became the staple industry. Osnaburgs were manufactured in considerable quantities. Among the woollen articles manufactured were cloths called plaidens and fingroms, which sold at from 5d. to 8d. an ell. The manufacture of tobacco pipes was a thriving industry. A considerable trade was done in the exportation of Scottish salmon to the continent, and whisky, porter and ale were exported to America and the West Indies. The county of Aberdeen was famed for granite, but it also contained precious stones in considerable variety. In the parish of Leslie was to be found a beautiful green amianthus much used in the manufacture of snuff boxes. Amethysts, beryls and other stones were not uncommon in the Crathie mountains, and the Laird of Invercauld owned a specimen of rock crystal over 2ft. high. Agates were found at Peterhead, which town was also celebrated for its mineral water. Fragments of amber were frequently picked up on the Buchan coast. Visitors to the Conference will, I believe, return with a new admiration for the much maligned "Aberdonian."

Yours, etc.,

HISTORIAN (6/9).

Legal Queries

W. E. (21/7).—Is it legal to allow a discount to a qualified nurse on any purchases that she may make on behalf of her patient, who pays for the goods? [There can be no legal objection to supplying the goods at a discount, but in our opinion it would be an offence under the Prevention of Corruption Act, 1906, to pay a commission to the nurse without the knowledge of her patient.]

N. H. (24/8) is about to start in business in partnership with his father and father-in-law. They propose to trade under the style of "N. H.'s" surname with the addition of "& Co." or "& Son." Are there any legal formalities to be complied with? [All that it is necessary to do is to register the business under the Registration of Business Names Act, 1916, and to show the names of the partners on business stationery on which the firm's name appears. The fee payable for registration is 5s., and the necessary forms can be obtained from the Registrar of Business Names, Somerset House, Strand, London, W.C.2.]

J. G. (18/7).—The packet for champagne pop powder you enclose appears to be unobjectionable. What the sections of the new Finance Act, 1932, aim at is to prevent the use of such statements as indicate that the liquor contains spirits or has the flavour of or is in some way identified in the public mind with spirits, or is wine fortified or mixed with spirits. The word "champagne" being the name of a genuine wine is expressly exempted from the operation of the section (11). There is the further point in favour of the exemption of your product, that its description on the packet as "non-alcoholic" is in itself the negation of spirituousness.

H. R. S. (24/8).—The licence you require is a wine retailer's off-licence. The cost of this depends on the annual value of the shop or premises licensed. If under £20 annual value the cost is £2 10s.; between £20 and £30 it is £3; between £30 and £50 the licence costs £3 10s.; between £50 and £75 it is £4; between £75 and £100 it is £4 10s.; from £100 to £250 it is £5; from £250 to £500 the duty is £7; and for over £500 it is £10. A justices' licence must be obtained by anyone who wishes to take out this licence. Not less than one reputed pint bottle may be sold at one time.

Subscribers' Symposium

For interchange of opinion among "C. & D." readers and brief notes on business and practical topics.

Male Fern from West Africa

Mr. J. L. Hammond, Hamdrug Pharmacy, "Dnommah" Hall, Essikuma, Gold Coast, W. Africa, invites inquiries from manufacturing chemists requiring male fern. This is gathered in May and September, and is supplied by the load or ton.

"Qualifying"

The Educational Number opens up each year the problem of the economic value of intensive teaching. The more the individual can know, the better his equipment for life. Against this basic idea is the problem how far education can help in material affairs. A good educational qualification will secure a commercial post; the retention of this post depends upon many factors other than education.—*Frank English* (22/8).

Contamination in Crude Drugs

It may be well to emphasise the letter of "Sterilise" (23/8) in your issue of September 3. This warning may be extended to the consideration of powdered drugs which have not been subjected to much scrutiny before grinding. A casual inspection of the condition of drugs as imported would be an instructive experience to the retail pharmacist who wishes to know for what services he pays his wholesale house.—*Northerner* (5/9).

Miscellaneous Inquiries

When samples are sent particulars should be supplied to us as to their origin, what they are, what they are used for, and how. We do not undertake to analyse and report upon proprietary articles nor to publish supposed formulas for them.

J. P. (8/88).—Formulas of the type you require are:—

Boot Polish

Beeswax	2½ lb.
Carnauba wax	10 oz.
Potassium carbonate	6 oz.
Turpentine	5 galls.
Water	6 pints

Melt the waxes and add the potassium carbonate dissolved in three pints of boiling water and well mix. Then add three pints more water, stirring until uniform; lastly, add the turpentine gradually. For a black polish previously dissolve in the turpentine oil-soluble aniline black 3 oz.; for brown oil-soluble aniline brown 6 oz.

Liquid Metal Polish

I		II	
Petrol	76 parts	Soap	10 parts
Silica	18 parts	Kaolin or fossil earth	20 parts
Stearic acid	6 parts	Solution of ammonia	25 parts
		Petrol	25 parts

F. and B. (31/58).—PYRETHRUM INSECTICIDES.—Ordinary kerosene is generally used for this purpose. It is preferable to use the first quality kerosene and not the second. The particular brand which is best depends to some extent on the perfume which is used. None of the first quality brands damage fabrics if the spray is used in reasonable quantities with ordinary care. A proportion of one of liquid extract of pyrethrum to 64 of solvent, including perfume, is recommended; the latter is, of course, a matter of taste and must be decided by experiment, and experiments should be tried by actually spraying into the air and not by smelling the preparation in bulk. Light odours, such as lavender, rosemary, and so on are not suitable. Perfumes of the type of terpineol and coumarin are better. Care should be taken not to overdo it or the result may be irritating to the nostril.

C. J. G. (11/88).—SALT WATER SOAP.—The following is a formula for making:—

Salt Water Soap

Fuller's earth	40.0
Calcined soda ash (or crude sodium carbonate)	40.0
Coconut oil soap	80.0

M. P. S. I. (7/9) and *W. S. C. C.* (8/9) are thanked for their inquiries, but are reminded that the name and full address of every correspondent should be communicated.

W. H. W. (11/78).—NON-POISONOUS WEED-KILLER.—The most effective weed-killer for garden paths is a solution of sodium chlorate (¼ lb. to 1 lb. to 1 gallon of water)

Retrospect of Fifty Years Ago

Reprinted from

"The Chemist and Druggist," September 15, 1882

Royal Commission on the Medical Act

The evidence taken before this Commission has been published. . . . So far as it goes, the evidence is in favour of the continuance of limited counter practice, and this opinion was embodied in the report. Many questions which have been discussed in pharmaceutical circles are dealt with in the evidence from the medical standpoint. . . . The opinion of nearly every witness who touched the question was strongly in favour of a compulsory curriculum. Sir James Paget admitted that practical examinations were so sure a test that the grinding or cram that enabled a man to pass really taught him his profession.

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BURGOYNE preparations that
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(3) PREVENT DISEASE

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COD LIVER OIL

EXTRACT OF
MALT

EXTRACT OF
MALT and COD LIVER OIL

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THE CHEMIST & DRUGGIST DIARY, 1932

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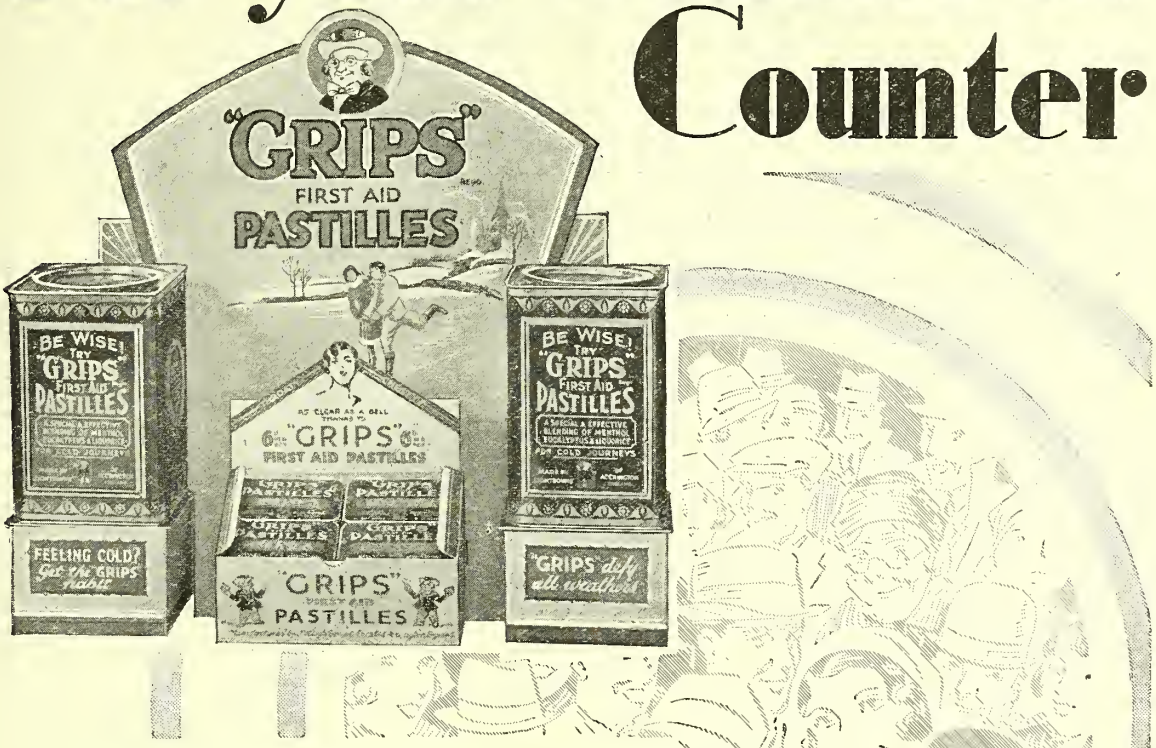

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Still growing in popularity!

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The only preparation of its kind then, "FELLOWS" still stands alone for its tonic qualities in the treatment of rundown conditions of health and the many forms of anaemia and nervous ailments which so often result.

It stimulates the appetite, aids digestion, and is valuable as a stimulant and tonic to overcome mental and physical exhaustion; and as an aid in combating the invasion of the Tuberculous Processes.

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With all the Mel Rose curative properties, also an effective remedy for Sunburn troubles (sore skin, blistering, etc.), quickly restoring skin to normal condition. A little used prior to exposure to the sun, eliminates all the usual discomfort. Sold in tubes of convenient size and shape for the handbag. - - Price **6d. & 10½d.**

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Sold in jars for the dressing table. Contains all the remedial properties of the tablet made up in softer form **9d.**

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There is a demand for this product during the summer for keeping the skin in good condition **2d. & 4½d.**

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ANADIN Brand TABLETS

ANODYNE COMPOUND

For Headache, Toothache Earache, Neuritis, Neuralgia, Colds, Rheumatism, Pains after Tooth Extraction.

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If you do not stock the NATIONALLY ADVERTISED line

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we shall send you a small supply with all advertising matter on

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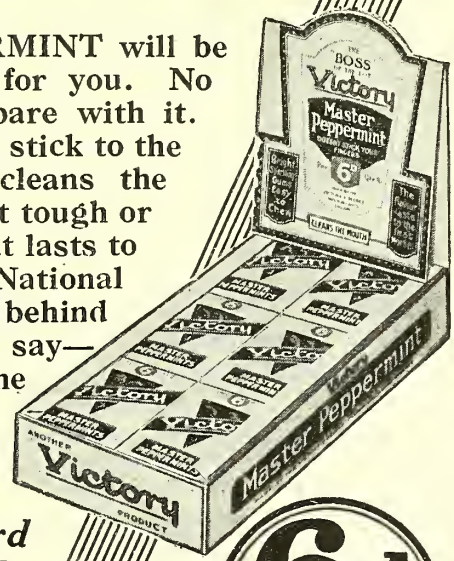
POCKET *the* PROFIT

ON THIS NEW VICTORY SWEET

The new MASTER PEPPERMINT will be another big "VICTORY" for you. No other peppermint to compare with it. A real discovery. Does not stick to the fingers, is not sickly, cleans the mouth, easy to chew, not tough or hard, with a flavour that lasts to the last morsel. A National Advertising scheme is behind it, so once again we say—"Will you pocket the profit on this all-the-year-round seller"?



Send for a 4-lb. trial Tin of VICTORY MASTER PEPPERMINTS for 5/4. Brings in 8/- and a handsome Tin free. DELIVERED CARRIAGE PAID.

Post your order to:—

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SOLE DISTRIBUTORS TO THE TRADE,

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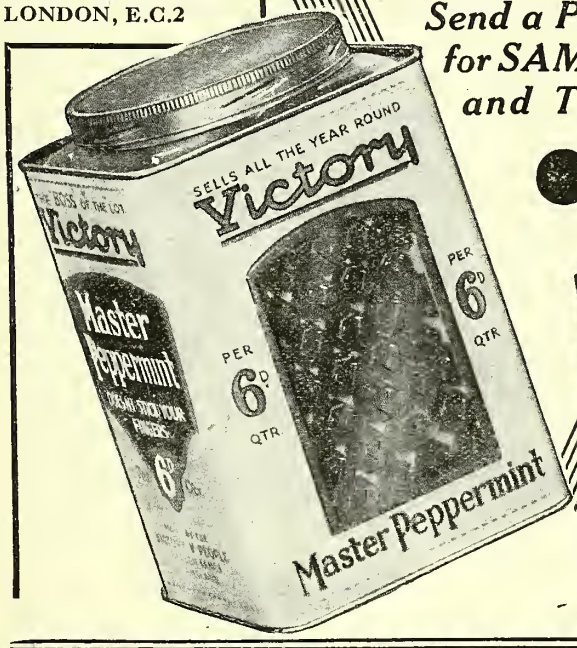
Send a Postcard for SAMPLES and Terms

6d PER ¼lb PACKET



Victory
Master Peppermint

6d PER QUARTER LB.

"The Boss of the Lot"

Give your Business a True and Lasting Tonic!

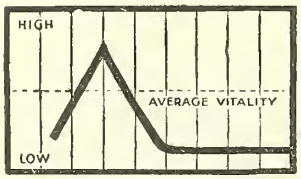


Chart showing action of the ordinary tonic—a quick fillip, then a drop.

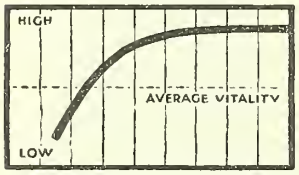


Chart showing action of Iron Jelloids —a sustained rise in your health-tone

Make a lively display of Iron Jelloids while the current advertising campaign is at its height, and your SALES CURVE will resemble the now famous Iron Jelloid HEALTH CURVE. There will be a sustained rise in your turnover.

The public are turning more and more to Iron Jelloids—the tonic offering lasting benefit. Every advertisement sings out the good news—Iron Jelloids act as a TRUE and LASTING tonic—they bring a sustained rise in your health-tone.

Iron Jelloids

THE IRON JELLOID CO., LTD., WATFORD, HERTS.

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DISTILLED WATER in perfect condition

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FRANCIS F. FOX AND COMPANY LIMITED

BRISTOL & BIRMINGHAM

Established over 100 years 2

for METHYLATED SPIRITS

PLEASE ASK FOR OUR PRICE LIST & PAMPHLET ON METHYLATED SPIRITS, ETC., ALSO FOR OUR NEW BOOKLET "THE NEW WAY TO REMOVE CARBON"

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Pall Mall East, London, S.W.1

Phone: Whitehall 6964 (2 lines). Wires: "Methcolim, Phone, London."

Why Marshall's Lysol means bigger, safer sales

1 MARSHALL'S Lysol is the original Lysol, of 40 years' standing—the only Lysol made to the original formula. It has never yet been equalled. It is a powerful germicide, yet absolutely safe, even to delicate tissues, when diluted as directed. Your customers rely on you. They are better protected if you recommend MARSHALL'S Lysol for personal and general use.

2 The Medical and Nursing professions support the choice of MARSHALL'S Lysol. MARSHALL'S is recommended by doctors and nurses and is used in hospitals all over the world. In a recent report the "Lancet" testified to the reliability of MARSHALL'S Lysol.

3 A big advertising campaign is appearing this year. It tells the story of MARSHALL'S Lysol in a new and striking way to millions of people, through the national newspapers and magazines.

This advertising has caused a definitely increased demand for Marshall's Lysol, the original Lysol. MARSHALL'S Lysol well displayed on your counter will meet this growing market and result in ready sales for you.

MARSHALL'S

THE ORIGINAL

LYSOL

MADE IN ENGLAND LYSOL LTD. RAYNES PARK LONDON, S.W.20

PETROLEUM JELLIES

WHITE, LEMON, YELLOW, AMBER, RED, GREEN.

WHITE & COLOURED OILS

YELLOW, GREEN, RED FOR BRILLIANTINE, etc.

LIQUID PARAFFIN

COLOURLESS, TASTELESS, ODOURLESS.
ALL SPECIFIC GRAVITIES.

B.P. AND TECHNICAL QUALITIES

Wholesale Trade only.

STERNS LTD.

Royal London House, Finsbury Sq., London, England

Telegrams: "CENTUMVIR, TELEW, LONDON."

OVERALL SPECIALISTS

JACKETS, WHITE DRILL 4/6, 5/11, 7/11
" *KHAKI DRILL* 8/6, 10/6
" *BLACK POPLIN* 12/6
" *GREY* 8/6
COATS (Long), KHAKI 5/11, 6/11, 8/6, 9/6, 11/6, 13/6
COATS (Long), GREY 7/6, 9/6, 11/6
" *(Long), BLACK* 14/6
DENTISTS' COATS, WHITE, STAND COLLAR, BUTTON on SHOULDER 12/6, 14/6, 16/6
SURGEONS' "OPERATING" COATS, WHITE 12/6, 14/6

Jackets and Coats of very superior quality. Made from most reliable materials. Stock sizes 34 to 44 chest. Special prices for large quantities. Postage on single garment, 6d. Orders for 20/- Post Free.

Telephone: Bishopsgate 6751

GARDINER

& CO. (*The Scotch House*). LTD.
1, 3, 5 Commercial Road, LONDON, E.1
1 minute from ALDGATE STATION.

5% Bonus

On All Direct Retail Orders

for

VIROL

and

Virolax

from

12th September

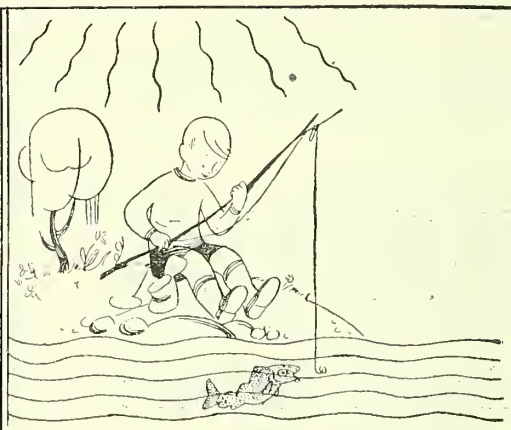
to

31st October

The Bonus is strictly limited to orders placed not later than the 31st October, and is conditional on the showing of Window Bills for 1 month during the bonus period.

Look out for full particulars now being posted to all customers.

VIROL LIMITED, HANGER LANE, EALING, LONDON, W.5.



A Teaspoonful of Norwegian Cod Liver Oil contains more Vitamins than

all the Butter and Milk any Individual can eat and drink in a day

One more reason for preferring Norwegian Cod Liver Oil

For centuries Cod Liver Oil has been used as a medicine on account of its wonderful curative properties. Modern science has explained and fully endorsed its invaluable prophylactic and therapeutic action. Quite recently a number of scientific experts have proved that *no* artificially manufactured vitamin product is a complete substitute for Cod Liver Oil.

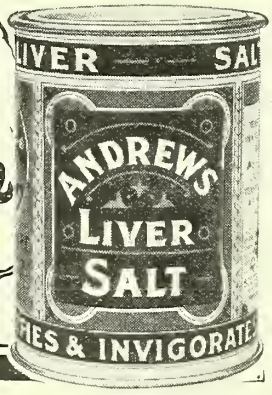
As regards Norwegian Cod Liver Oil, moreover, there is an important safeguard in the fact that the Norwegian State supervises every shipment, refusing to permit the export of any barrel the contents of which fail to conform to the regulations for inspection.

Norwegian Cod Liver Oil

National Committee for Promoting the Consumption of Norwegian Cod Liver Oil, Post Box 226, Bergen, Norway.

3

The Saline with the largest sale



GARFIELD TEA

FOR CONSTIPATION

PROMPT SHIPMENT

ALL SIZES

'Phone or Write :

GARFIELD TEA CO.

44 Foxbourne Road

BALHAM, LONDON, S.W.17

ESTABLISHED 1793.

The Best and Safest Infants' Medicine of over 130 years' standing.

ATKINSON & BARKER'S INFANTS' PRESERVATIVE

Does not contain any Scheduled Poison.

ROBERT BARKER & SON, LTD., 13 WESLEY STREET, C. on M., MANCHESTER

FACTS YOU CAN TELL YOUR CUSTOMERS ABOUT LACTOGEN

Vitamins in LACTOGEN

The Lactogen process preserves intact the vitamin content of the pure, full-cream milk. The vitamins A, B, C, and D are essential to the health and growth. A and D help to build firm flesh and dense bone, D also prevents rickets. B ensures steady nerves and controls weight. C prevents scurvy. Liquid milk contains A, B, and D, and a little C. Lactogen preserves these vitamins so that Baby gets just as much of these essential food elements as breast milk supplies.

The demand for Lactogen is growing every day. Doctors, Chemists and Nurses all over the country recognise its genuine merit and recommend it enthusiastically. Babies thrive on it—therefore Mothers praise it, buy it, and tell their friends about it.

2/9 PER TIN
P.A.T.A.

Lactogen—prepared by Nestlé's—is a modified dried milk for use in infant feeding.

"LACTOGEN"
REGD. TRADE MARK
BETTER MILK FOR BABIES

[Copyright]

Send to-day for full particulars and terms to the Lactogen Bureau (Dept. AZ52B) Nestlé and Anglo-Swiss Condensed Milk Co., 6 & 8 Eastcheap, E.C.3.

PURE BEER

EASILY MADE AT HOME

(*The* Daily Express *says so*... 9.5.1932)

FOR 1D PER PINT ALE OR STOUT FROM

VIGGORMALT

The MONEY MAKER

PURE

TRIPLE-CONCENTRATED EXTRACT OF

RICH MALT & HOPS ONLY

NO ADULTERATION OR ADDED COLOURING

YEAST SUPPLIED FREE WITH EACH TIN

NO MILLING MASHING BOILING OR FILTERING

· 100% TONIC FOOD ·

A BRISK TRADE

WITHOUT BEER TRADE TROUBLES

and without any of its labour or losses . . . without delivering crates or collecting bottles, and without breakages, ullages or stock complications.

VIGGORMALT makes genuine "OAMBROO" BEER (ALE OR STOUT) of perfect character, by simply adding cold water and the FREE YEAST, and at an amazingly low cost. Once introduced it quickly becomes a regular item on the shopping list. National Advertising is extensive and constant.

Distributors:

FASSETT & JOHNSON, LTD.

86, CLERKENWELL ROAD, LONDON, E.C.1

Sole Manufacturers:

VIGGORMALT LTD.,

DAVIGDOR ROAD, HOVE, SUSSEX

MASON'S EXTRACT OF HERBS

May we have the pleasure of sending you particulars of our Window Display Scheme?

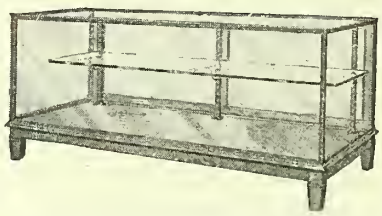
GOOD it's Mason's

NEWBALL & MASON

LIMITED

NOTTINGHAM

DUDLEY'S GLASS COUNTERS



Made in our OWN WORKS at HOLLOWAY *from* £9:5:0 each

Constructed from well seasoned oak or mahogany with ¼" drawn plate glass top, front and 2 ends, clear glass doors at back. Interior fitted one row of shelves, 3ft. high x 2ft. wide

4 ft. long £9 5s.
5 ft. " £10 0s.
6 ft. " £10 15s.
Ex Works

DUDLEY & COMPANY LTD.

Holloway Road, London, N.7

City Showrooms: 65/66 Fore Street, E.C.

SIEVES & GAUZES

TESTING SIEVES Single & in Sets

FINE MESHES UP TO 320

STEVENS & MANNING

1-3 DISNEY STREET, LONDON, S.E.1

HOP 3536 USIEVEIT—Boro—London

Technical White & Half-White Oils

Pharmaceutical Petroleum Jellies

SLL

MEDICINAL LIQUID PARAFFIN B.P.

SILVERTOWN LUBRICANTS LIMITED,
MINOCO WHARF,
WEST SILVERTOWN, LONDON, E.16.

Tel.: ALBERT DOCK 1074 (5 lines)

Grams.: VOLUMETRIC SILVER

USE

Sidac

INSOLUBLE

TRANSPARENT PAPER

WHITE, COLOURED, EMBOSSED, PRINTED

The Ideal Wrapping for Perfumery Soaps, Toilet Goods, &c.

EITHER COLOURLESS OR COLOURED TO HARMONISE WITH GOODS. BAGS OF ALL SIZES AND SHAPES TO ORDER

Samples and Competitive Price from

SIDAC SILVERINE COMPANY

208/210 Tower Bridge Rd., London, S.E.1

Phone Nos.: Hop 3422, 3423. Telegrams: "Sidacko, Berm, London."

EVERY-DAY SALES FOLLOW A BOB MARTIN DISPLAY

Read this striking letter from a Pharmacist who recommends Bob Martin's Condition Powders as a regular source of income.

IT is a fact that once a pharmacist tests a Bob Martin display it takes a regular place in his window or counter. The reason is that Bob Martin sales are never subject to a seasonal falling off. Bob Martin advertising, planned on a huge scale—many times larger than all other dog medicine advertising combined—is of a topical and educative nature. It not only maintains a consistent demand, but continually adds regular buyers to the thousands who rely on Bob Martin's Condition Powders to maintain their dogs in perfect health.

Read what Mr. H. Fearnley Taylor, who has proved the truth of this for himself, says :—

H. F. Taylor, Chemist,
Hungerford.

Through making a prominent display of your dog medicines, customers are reminded to purchase for their dogs. Every day I am asked for Bob Martin's Condition Powders, and in nearly every case it is a repeat order.

Customers generally have a word of praise for the efficacy of your powders. Only this morning one lady remarked, "I wonder what is in those condition powders, for they do such wonders, making my dog so well and his coat a nice bloom".

I would recommend this line of Dog Medicines to all Pharmacists as a source of regular income and as an asset to business.—With compliments,

H. FEARNLEY TAYLOR.

Up, *up*, up every month go the sales of all Bob Martin preparations. A Bob Martin display provides not only a regular source of income, but one which increases amazingly quickly. Make a test this week.

TO
IRISH FREE STATE
PHARMACISTS

Your orders for Bob Martin preparations should now be addressed to the sole distributors in the Irish Free State :—

Messrs.

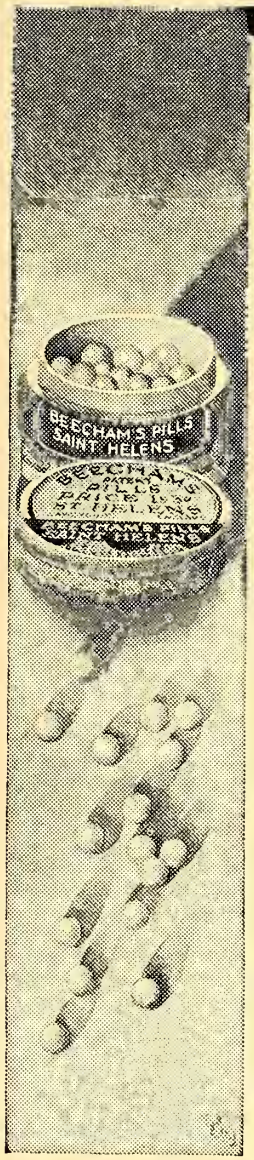
J. & W. C. GAW,
44 TEMPLE BAR, DUBLIN.

Deliveries will be made in Dublin within a few hours of receipt of your order, and within 24 hours to the remainder of the Irish Free State. Display material and copies of "Bob Martin on Dogs" will be sent with every order, or will be forwarded at any time if specially requested. Write to Dublin to-day if you have not yet received your copy of the special Irish Free State Price List with particulars of the improved service to all Free State Pharmacists.

★ Special Bob Martin displays linking up with current advertising are always available to Pharmacists, and if you drop a postcard to Southport to-day you will receive the newest Display Material by return. In five minutes you can make a display which is certain to double *your* sales of Bob Martin preparations. If you would like to receive Display Material as soon as it is issued, please ask to be put on the *Bob Martin Display List*.

BOB MARTIN LTD., *Dog Food and Medicine Manufacturers since* 1892, *SOUTHPORT, ENG.*

[52/28]



BEECHAM'S PILLS

Worth a Guinea a Box.

BEECHAM'S POWDERS

Act like Magic.

Many Chemists and Druggists are now reaping the benefits of a 38% profit on cost on Beecham's Pills and Powders. The reason for this is that recently we introduced a

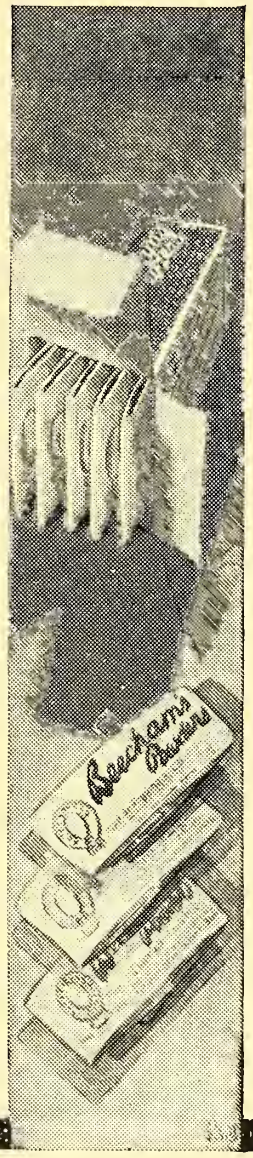
£2 PARCEL

for either Beecham's Pills or Beecham's Powders or assorted Beecham's Pills and Beecham's Powders. The £2 parcels can be obtained direct and carry a 2½% cash discount together with a further 5% discount for window display, carriage paid—packing free—monthly account.

ADVERTISING

Strong, virile and forceful advertisements in an extensive and continuous advertising campaign are appearing daily in the most important papers throughout the country. Every day they are selling *more* of our products and ensure a constant demand. House-to-house distributions augment the Press advertising throughout the British Isles, and show material is available for use in *your* shop or window, or on your counter.

Keep yourself well supplied with Beecham's Pills and Powders and reap the benefits to be derived from these fast moving lines.



BEECHAMS PILLS LTD.

ST. HELENS, LANCS.

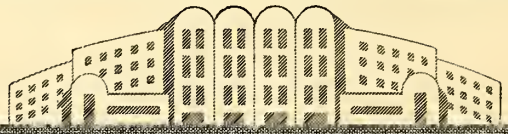
'Phone : No. 2241 St. Helens. 'Grams : Beecham, St. Helens

STOCK *MORE* –

SHOW *MORE* –

SELL *MORE*

BEECHAM'S PILLS and BEECHAM'S POWDERS



THE BRITISH DRUG HOUSES LTD.

B.D.H.

COMPOUND

SYRUP OF FIGS

Pharmacists desirous of combining patriotism with good business—not always a possible alliance—should sell B.D.H. Syrup of Figs. This *British* product, long known as Hodgkinsons' Syrup of Figs, has a unique reputation extending over half a century.

Sold in bulk, also packed ready for retail in a range of attractive styles. Samples and prices on application.

GRAHAM ST. LONDON N.1.

Printed for the Proprietors by THE AVENUE PRESS (L. UPCOTT GILL & SON, LTD.), 55 to 57 Drury Lane, W.C.2, and Published by the Proprietors, Morgan Brothers (Publishers), Ltd., at 28 Essex Street, London, W.C.2.—September 10, 1932.

THE CHEMIST AND DRUGGIST SUPPLEMENT

28 ESSEX ST.
LONDON, W.C.2

SEPTEMBER 10, 1932

This Supplement is inserted in every copy of The Chemist & Druggist.

THE CHEMIST AND DRUGGIST SUPPLEMENT

ADVERTISEMENT - TARIFF -

ALL ADVERTISEMENTS are PREPAID, so that remittance must accompany instructions in each case. If it be necessary to telephone or telegraph an urgent announcement this may be done, provided the money is telegraphed at the same time.

BUSINESSES WANTED and for DISPOSAL, PREMISES TO LET, PREMISES WANTED, PARTNERSHIPS, GOODS for SALE and AGENCIES—6/- for 50 words; every additional 10 words or less, 6d. (Box No., 1/- extra.)

SITUATIONS OPEN—6/- for 40 words; every additional 10 words or less, 6d. (Box No., 1/- extra.)

SITUATIONS WANTED—2/- for 18 words; every additional 10 words or less, 6d. (Box No., 1/- extra.)

LEGAL NOTICES, TENDERS, AUCTIONS, and all specially-spaced announcements, 1/3 per nonpareil line (12 lines=1 inch single column). (Box No., 1/- extra.)

MISCELLANEOUS (Wholesalers') Section for odd and second-hand lots—10/- for 60 words; 1/- for every additional 10 words or less. (Box No., 1/- extra.)

EXCHANGE COLUMN (for Retailers, etc.)—**Twopence** per word, minimum 2/-. (Box No., 1/- extra.)

THE CHEMIST & DRUGGIST, 28 Essex St., Strand, London, W.C.2

Telephone: Central 6565 (8 lines). *Telegrams: "Chemicus, Estrand, London."*

CLOSING FOR PRESS.

MUST REACH US NOT LATER THAN **FIRST POST THURSDAY MORNING.**

ALL ADVERTISEMENTS INTENDED FOR INSERTION IN THIS SUPPLEMENT

ORRIDGE & CO.

56 LUDGATE HILL, E.C.4

ESTABLISHED 1846 *Telephone No.: CITY 2283*

May be CONSULTED at their Offices on MATTERS of SALE, PURCHASE & VALUATION.

We make no charge to purchasers, and invite intending buyers to communicate with us, stating their requirements.

1.—SOUTH LONDON (Within 2 miles of Waterloo Station).—Poor-class Retail Business, with very large Panel; established about 100 years; returns approximately £3,200 per annum, of which about £800 is from N.H.I. Dispensing; very good profits; living accommodation; reasonable rent and new lease. Further details on application.

2.—LONDON, W. (Within Easy Reach of West End).—Cash Retail and Photographic Business with N.H.I.; turnover for last financial year £1,576 at good prices; small double-fronted shop and house; rent £100; 12 years' lease; well stocked; price £950; vendor bought another business.

3.—WEMBLEY (Near).—General Retail Business with Kodak Agency; returns last year approximately £2,000, increasing; large double-fronted shop, well fitted and fully stocked; rent and rates £100 per annum; sub-lets amount to £78 per annum. Further details on application.

4.—LONDON, S.W.—Poor- to medium-class Business; returns for first financial year £1,218, excluding N.H.I.; this year's returns will greatly exceed; good profits; double-fronted corner shop; living accommodation; held on lease at reasonable rental; price £200, plus stock at valuation; stock between £300 and £350.

5.—LONDON, E.—Working-class Retail and Dispensing Business; established 80 years; returns, excluding N.H.I., about £1,500 per annum, with gross profit about one-third and net profit approximately £375; single-fronted shop in main market street; rent £54; lease 12 years unexpired; price £700.

6.—HAMPSTEAD. — Medium-class Retail Business with fair amount of N.H.I. Dispensing; established about 50 years; returns, under the management of a lady, £1,350; have been more; net profit averages £350; rent and rates £59; sub-lets amount to £85 per annum; price about £1,000.

7.—SOUTH LONDON.—Cash Drug Store with Photographic connection; good opening for N.H.I.; established 60 years; present hands five; returns exceed £1,000; single-fronted lock-up shop; held on lease; rent £71; price £450.

8.—LANCASHIRE.—Old-established Business for Disposal owing to death of proprietor; turnover for financial year ended March 31 last £2,779; gross profit 30 per cent.; premises comprise three floors and cellars, warehouse, store rooms and office dispensary. Owing to general trade depression the turnover has fallen from £3,607 since 1930. Stock valued at £2,148 and fixtures £418; rent £105. A cash offer of £2,000 would receive consideration, or possibly part payment would be considered if major portion of purchase money was paid in cash.

9.—SOUTHERN COUNTY TOWN.—Good-class Family Retail Business, established about 50 years; returns exceed £2,500 per annum; very good profits; double-fronted shop, excellently fitted and heavily stocked; exceptional house; held on long lease at reasonable rental; price £400, plus stock and fixtures at valuation.

10.—EASTERN COUNTIES (Desirable Town).—Small but genuine Business for Sale consequent upon death of proprietor; very pleasant house and garden; lawn; spacious and well-fitted shop; ample storage; net profit about £300 per annum. Further details to genuine purchasers.

11.—SOUTH-EAST COAST (Health Resort). — High-class Business, with good seasonal trade; returns about £1,750 per annum; net profit about £400; single-fronted shop; modern fittings and good up-to-date stock; convenient living accommodation; 18 years' lease; present rent £70; terms: one year's net profit, plus valuation of stock and fittings.

12.—HERTFORDSHIRE.—Cash Retail Business, with N.H.I.; returns £12 weekly; N.H.I. scripts about 2,000 per annum; small house; very low rent; held on lease; near station; price for immediate sale £275, less than value of stock and fixtures; continued ill-health makes an immediate sale imperative.

13.—ESSEX (Country Town).—Good-class Family Retail and Dispensing Business; returns average £1,500 per annum; single-fronted shop in main road; lock-up pharmacy; rent £35 per annum; rates about £12; held on lease; price £550 or near offer.

14.—BOURNEMOUTH (Few Miles From).—Working-class Retail Business, with Rexall Agency; returns average between £1,700 and £1,800 per annum; gross profit 35 per cent.; wages paid £1 weekly; rent £100; rates £19; flat over shop let at 16s. weekly. Could be obtained by purchaser if required. Price asked, £1,000 or near offer.

Chemists' Transfers, Valuations for Sale, Stocktaking & Probate

SPECIAL TERMS FOR INCOME TAX VALUATIONS

BERDOE & FISH

41, ARGYLE SQ., KING'S CROSS, W.C.1

ONE MINUTE FROM KING'S CROSS AND ST. PANCRAS STATIONS.

Chemists' Valuers and Transfer Agents

PHONE TERMINUS 3574

ESTABLISHED 1870

1.—SURREY (25 Miles Out).—Good-class Retail and Dispensing Business in central position of good residential town; easily worked, present rate of turnover £2,000 a year, and increasing; elegantly fitted pharmacy, heavily stocked; price £1,750.

2.—LIVERPOOL.—Good-class Suburban Business; returns last year £1,400; net profit over £300; no immediate opposition; well-fitted pharmacy; excellent house attached; price £850, or near offer.

3.—SOUTH COAST RESORT.—Good-class Family and Toilet trade; easily worked; retnrns £1,336; net profit £323; audited figures; rent £50; house attached; stock and fixtures worth £800; price £1,250.

4.—YORKS.—Old-established Retail with valuable Proprietary and Wine Licence; under management; plenty of scope; returns average about £5,000; prominent position; price £3,050.

5.—BERKS.—Good-class light Country Retail, in pleasant residential district; returns average over £1,000; scope for increase; large modern shop; good house and large garden; price £100 and valuation, in all £600 to £700.

6.—LONDON, E.C.—Good-class City Business, close to busy station; returns under management about £4,000 last year; audited figures; excellent stock; price £2,250.

7.—EASTERN COUNTY.—Middle-class Cash Business, easily worked, in populous suburb of busy town; returns £1,650; net profit £411; low rent; well-fitted shop; good stock; price £900.

8.—NORTH-EAST COAST.—Old-established, good-class Retail with small Branch; turnover £1,800; net profit £350 clear; stock and fixtures worth about £500; price for early sale £670.

9.—SOUTHAMPTON.—Sound progressive light Suburban Business, entirely under manager; returns average £1,700, audited figures; modern, attractive pharmacy, in fine position; long lease; price £1,000; splendid chance for smart proprietor.

10.—ESSEX COAST (Near).—Well-established Chemist's Business, with good Photographic connection, in popular yachting centre; returns £2,150; books audited; low rent on lease; fully stocked; price £1,250.

11.—LONDON, N.W.—Cash Retail with N.H.I. and Photographic; returns average £1,650, under manager; main road position; lock-up shop; stock worth £500; price £750.

12.—LONDON, E.9 (Death Vacancy).—Old-established light Cash Retail; practically unopposed; average turnover £1,300; now less under manager; good house, in thorough repair; rent £75; price for early sale £600, or close offer.

SPECIAL NOTICE TO INTENDING VENDORS

We have genuine cash buyers requiring businesses in all parts, and particularly for the following: **Midlands** and **Northern Counties,** showing net profit £1,000 upwards, capital up to £4,000 waiting: **London, Southern or Home Counties.** Good class business, returns £4,000 upwards, must stand 2 assistants, ample capital for right business. **Devon, Cornwall or S.West Counties.** Coast or inland. Turnover about £3,000. House preferred, not essential, capital available up to £2,500. Correspondence cordially invited, which will be treated in the strictest confidence.

LOWEST TERMS FOR STOCKTAKING.

ERNEST J. GEORGE

CHEMISTS' BUSINESS SPECIALIST, VALUER, AND TRANSFER AGENT

Tel.: Earnest, Walsall. **TUDOR HOUSE, WALSALL** *'Phone: Walsall* 3774

London Office : **Sentinel House, Southampton Row, W.C.1** *'Phone : Museum* 8340. *[London. 'Grams: "Earnest" Ofiservis, Westcent,*

(OPPOSITE KINGSWAY SUBWAY)

Quotations for stock taking or for pricing chemists' own stock records supplied on application.

(C1) £10,000 TURNOVER IN RETAIL PHARMACY.—Owing to contemplated retirement, an old-established city pharmacy in the Midlands with high-class connections and usual distinctive features, will shortly be available for sale by private treaty; the premises occupy a commanding site in one of the leading business thoroughfares, and are held on lease at a rental commensurate with returns and position. The proposition offers unique opportunity for a "live" man, or for a partnership; pharmacists personally interested are invited to write in confidence for initial information; reference to Bankers should also be given. (Visited and recommended.)

(C2) Three good profit-earning propositions in the Midlands, one of which is a suburban business in a high-class residential district of an important industrial town, are available for disposal, either jointly or separately by private treaty. The returns are approximately £3,000, £2,600, and £2,500 per annum respectively; good living accommodation is available in two instances, the third business being a lock-up shop held on lease at a very moderate rental; in each case the rental is equitable and the lease satisfactory. Pharmacists with capital of £2,000/£3,000 who are desirous of purchasing a really sound business are invited to communicate privately, enclosing bankers' references, also if possible a business card of introduction, and following upon the submission of general initial details, interviews will be arranged privately where so desired, on the strict understanding that absolute confidence is observed throughout; each of the businesses has been visited and is thoroughly recommended.

(C3) SOUTHERN COUNTY.—Old-established family and mixed business with average returns of £4,000/£4,500 per annum; extensive living accommodation; rent, £120; lease 21 years; owner retiring. (Visited and recommended.)

(C4) LONDON (WESTERN SUBURB).—Old-established good-class family and dispensing business for disposal owing to retirement. Average returns approximately £2,450 per annum; excellent living accommodation; valuable lease; further initial details will be supplied to genuinely interested pharmacists in strict confidence upon production of banker's references, and a business card or other satisfactory source of introduction. (Visited and recommended.)

(C5) LONDON, S.E.—Drug Store and mixed business for disposal showing average returns of approximately £4,000 per annum. Freehold property, which includes living accommodation, also available; owner retiring; further particulars in confidence to bona fide prospective purchasers. (Visited and recommended.)

(C6) LONDON, S.W.—Pharmacy with good optical connection, well situated on busy main road; exceptional opportunity for chemist-optician; present returns approximately £2,100 per annum; valuable freehold can also be acquired. (Visited and recommended.)

(C7) WEMBLEY (NEAR).—Old-established pharmacy under present ownership for over 20 years; average returns for past three years approximately £2,000 per annum; excellent living accommodation; purchase price by negotiation. (Visited and recommended.)

(C8) LONDON, WEST.—Old-established retail pharmacy with average returns of approximately £2,250 per annum; premises excellently situated on busy main road; a good class trade with relatively high prices has always been carried on, and is being maintained; reason for disposal: owing to semi-retirement on the part of the present proprietor who has owned the business for many years; there is scope for considerable increase in several directions; reasonable purchase price. (Visited and recommended.)

(C9) BLACKPOOL (NEAR).—Recently established business for disposal owing to private circumstances; average turnover approximately £2,000 per annum, with good scope for further increase; living accommodation; price for quick sale, £750, including stock and fixtures estimated at £600. (Awaiting visit.)

(C10) WESTMINSTER (NEAR).—Main road business, very old established, for disposal owing to family ill-health; average returns upwards of £3,000 per annum; extensive Insurance Panel; good living accommodation. (Visited and recommended.)

(C11) SWANSEA DISTRICT.—Old-established family and dispensing business showing present returns of approximately £22 weekly; good living accommodation; no near opposition; owner retiring owing to ill-health; price for quick sale, £850 or near offer. (Awaiting visit.)

(C12) READING.—Chemist-Optical business at present doing £35/£40 weekly and increasing; good living accommodation, now sub-let on very advantageous terms, but could be obtained if desired; scope for further increase and development; purchase price, £1,000 including stock and fixtures estimated at £800. Optics could be discontinued if not required. (Visited and recommended.)

(C13) SOUTHERN COUNTY (CATHEDRAL CITY).—High-class pharmacy doing approximately £50 weekly; excellent living accommodation, which, if not required, could be sub-let on advantageous terms; good lease; pharmacy well stocked and fitted; further particulars on application. (Visited and recommended.)

It is requested that all correspondence relative to the sale or purchase of businesses be addressed to the London Office.

The ASSOCIATION of MANUFACTURING CHEMISTS,
LIMITED
(Business Agency, Transfer & Valuation Department)
KIMBERLEY HOUSE, Holborn Viaduct, LONDON, E.C.1 *and at* EXCHANGE CHAMBERS, 2 Bixteth St., LIVERPOOL
PARKIN S. BOOTH, Valuer. *Tele.: CITY 1261-2-3-4.*
VALUATIONS. SALES OF BUSINESSES. STOCKTAKINGS.
Enquiries Invited.

BUSINESSES FOR DISPOSAL.

6s. for 50 words or less; 6d. for every additional 10 words or less, prepaid. (Box No., 1s. extra.)

BEDS.—Drug Store, in new district of important growing town, doing nearly £10 weekly; Chemist could easily double; well-fitted imposing premises; everything at £150, excluding stock at valuation. 270/15, Office of this Paper.

BOURNEMOUTH.—Retail and Dispensing Business, established five years; lock-up; Kodak Agency; ten minutes' sea; growing neighbourhood; rent low; no rates; £400. 270/14, Office of this Paper.

CLAPHAM JUNCTION.—Small Cash Business for Sale; takings £13 to £14 weekly; capable of improvement; double-fronted lock-up shop; about 10 years' lease; owner too unwell to attend to business and confined to bed; business at present conducted by friend, who will give every facility to purchaser; any reasonable offer considered. Apply 209/493, Office of this Paper.

ILFORD.—Modern-fitted, double-fronted, corner Shop; new shopping centre; long lease; turnover £1,500-£1,600, with every prospect of increasing. As immediate sale is wanted to close estate, will accept valuation of fixtures, fittings and stock, or an offer for the whole concern. Further particulars, Percy E. Slack, Incorporated Accountant, 44 Bedford Row, W.C.1.

LIVERPOOL, SOUTH.—£700. Family Business (cash); mahogany fittings; recent National Till; good stock; lock-up; long lease; rent £50; good reason for disposal. Full particulars to genuine inquirers. 268/36, Office of this Paper.

LONDON, N.—Retail Chemist, with Kodak Agency; returns average £1,500 per annum under management; could be increased under personal supervision; £100, plus stock and fixtures at valuation. 270/8, Office of this Paper.

LONDON, S.W.—A sound Retail Pharmacy for Disposal; established seven years; good living accommodation; 20 years' lease; low rent and rates; takings £25-£27 per week; good stock and fittings; price £750 all at. Write 271/13, Office of this Paper.

LONDON, W.—Good-class Business in busy shopping centre; respectable living accommodation; low rent on old lease; recently opened, but doing good turnover; immense scope for increase under proprietor with initiative; reasonable price asked for quick sale. Full investigation invited. 271/19, Office of this Paper.

LONDON SUBURB.—Drug Stores, £140, all at, well stocked, with living accommodation; lease 20 years; plenty of scope under personal supervision; no near opposition; real good opening for N.H.I.; owner no time; details to bona-fide inquiries. 270/19, Office of this Paper.

MIDLANDS.—Old-established Retail and Dispensing Business; very profitable; main thoroughfare; easily worked; rare opportunity for energetic man; densely populated district; low rent; lock-up shop; N.H.I. and Kodak and Ucal Agencies; price £300. Dorlan, 11 Newcastle Drive, Nottingham.

NEAR MANCHESTER.—As a going concern, a well-fitted and stocked Business; returns £700 per annum; offered for quick sale at £400; stock could be reduced if desired; no direct opposition; vendor will lease property at low rental; good reasons for disposal. 272/17, Office of this Paper.

NEAR SHEFFIELD.—Business, recently under qualified management, doing £12 per week at present; N.H.I. has good possibility; nice house and shop, on main road; rent £52; stock and fixtures valued at £320. Apply 91 Rustlings Road, Sheffield.

NOTTINGHAMSHIRE.—Chemist's thriving Business, with premises; main street position in large town; price £2,500 includes property, stock and fixtures; turnover about £1,400; rates payable about £40 per annum; living accommodation for a small family. G. Cox & Son, Auctioneers, West Gate, Mansfield.

NOTTINGHAMSHIRE.—An excellent opportunity occurs in main street of a busy town to rent or lease a Shop (for the last 20 years occupied by a Chemist); no charge for goodwill; taking over of stock is optional; rooms over may be let off. G. Cox & Son, Auctioneers, West Gate Mansfield.

S. F. CLARK, F.N.A.A. 'Phone: Prospect 3366
CHEMISTS' VALUER & TRANSFER AGENT
34 Marksbury Avenue, Richmond, Surrey
PERSONAL and **CONFIDENTIAL SERVICE,** at lowest possible fees, is at the disposal of every pharmacist in the British Isles, in respect of **VALUATIONS** for all purposes, **STOCK-TAKING** and **ACCOUNTANCY.**
Correspondence invited.

JOHN BRIERLEY, F.N.A.A.
CHEMISTS' VALUER AND TRANSFER AGENT
135 Queen Street, Newton Heath, MANCHESTER
"Valuations, Stocktaking, Business Transfers"
40 years' practical experience at your service
"Personal attention to all matters" (*Tel.: Failsworth* 1913.)

SOUTH LONDON (near).—Genuine offer of Drug and Herbal Stores at very low price for quick sale; trade £12 per week; rent £2 per week inclusive; long lease; living accommodation; no immediate opposition; excellent opportunity for qualified; winter trade will double under right management; stock £140. Particulars to genuine applicants. 272/31, Office of this Paper.

YORKSHIRE.—Ill-health compels immediate sale of comfortable Country Business; old established; very low expenses; living accommodation; turnover £1,000; no goodwill; deposit and rest by instalments can be arranged. 272/35, Office of this Paper.

CHEMIST'S, opposite tube station, W.; excellently fitted double-fronted lock-up shop; railway tenancy at £60 per annum inclusive; trade £14 per week; steadily increasing; price only £125; s.a.v., about £300. Woodcocks, 20 Conduit Street, W.1.

DO YOU WISH TO OPEN A NEW BUSINESS?—Exceptional opportunity, isolated part of manufacturing town 60 miles from Crystal Palace (not on the coast); nearly 1,000 houses, chiefly upper working-class; rapidly growing in all directions; no Chemist, Drug Store, or Kodak Dealer; personally investigated. For information as to where this is send P.O. 2s. 6d. or 5s. for full details to E. A. Sibthorpe, 4 Ampthill Road, Bedford.

FOR Sale, the oldest Chemist's Shop in Yorkshire; Wine Licence; excellent Proprietary; been established nearly a century; returns £5,000 per annum, under management. Also Drug, Toilet and Fancy Business in market; turnover £3,000 per annum. Particulars at interview only to those with requisite capital. 272/16, Office of this Paper.

GOOD little Business for Sale in Birmingham; takings round about £20 weekly; good Panel; lease; living accommodation; stock about £350; good scope for Optics; price about £500. Apply Langford & Co., Accountant, 91a Bristol Street, Birmingham.

HERBALIST, Druggist, etc., Retail, shop in busy main thoroughfare, N.W. district, London; good domestic accommodation; lease 12 years; old-established business; open to fullest investigation; price £2,000, including stock, fixtures, etc. Apply by letter in first instance to Pawley & Malyon, Incorporated Accountants, Finsbury Court, Finsbury Pavement, E.C.2.

OLD-ESTABLISHED (40 years) Mail Order Treatment and Proprietary Business, Herbal and General; neglected through the advanced age and recent death of proprietor; excellent nucleus; side lines; steady sales; scope for large increase; orders shown; books available; stock, valuable formulæ, utensils, copyright label, goodwill, etc., about £60, but first reasonable offer accepted for quick transfer. 273/2, Office of this Paper.

OPPORTUNITY for a young, qualified man or woman to acquire, by a deposit to cover stock and a weekly rental for premises and business, a steadily increasing Business, with great scope for increase, in an excellent position in large South Coast town; satisfactory audited accounts; cash price £500, all at. 272/13, Office of this Paper.

OWING to death of proprietor a small Business is for disposal in a very desirable town in the Eastern Counties; net profit about £300 per annum; very pleasant house and surroundings; well-fitted shop; good-class trade; the late owner was not at all well during the last few years and the business can be quickly increased. Further details will be supplied to genuine applicants. Apply 209/494, Office of this Paper.

PHOTOGRAPHER would like to meet Chemist for Partnership arrangement, or would sell outright, Dealers and D. & P. Department, or might rent shop; good opening Chemist, main road shop, S.W.; low rent; long lease; large house; easily let. "S.," c/o Messrs. Crosse & Co., 29 High Street, S.W.15.

£300 OR NEAR OFFER.—South-East coastal town; main road; splendid chance qualified man; shop well fitted and stocked; rising district; no opposition near; would sell property if desired, or let at reasonable rental; profits £250; well worth seeing. "Radix," 268/40, Office of this Paper.

PREMISES TO LET.

ABERGAVENNY (Main Street, opposite chief Hotel).—Double-fronted Shop with side entrance and large, very commodious house; has been a very successful Chemist Business several generations; reckless intemperance cause of present vacant state; pleasant district; no mining near; rent £70 first year, rates extra. Write 20 High Street, Brecon.

PRESTON ROAD.—Shop facing Metropolitan Station; expensively fitted shop front; growing neighbourhood; no multiple chemist near; low rent. Cross, 22 Half Moon Street, Piccadilly. Mayfair 4788.

SHOPS to Let, reduced rentals, fronts fitted, in new parade in midst of dense working-class area; large floor area; special rental £100 per annum; opening for most trades. Well Hall Parade, Well Hall Road, Eltham, S.E.9, or Laings, 296 High Holborn, W.C.1. 'Phone: Holb. 6086.

PREMISES FOR SALE.

FOR Sale, House and Shop with garage in a first-class Yorkshire colliery district near Doncaster; an excellent opening for an energetic Chemist; immediate possession; can be seen any time. Write J. J. Wilson, "Lyndhurst," Tickhill Road, St. Catherine's, Doncaster.

AGENCIES.

AGENT, with sound and established connection amongst leading Chemists and high-class Hairdressers, to carry proprietary lines in Lipsticks, Cream Ejectors, etc.; 6d. and 1s. lines; attractively boxed; commission basis. 209/498, Office of this Paper.

AGENCIES required by established house with double-fronted office for display purposes, also Showroom and Warehouse in West London; advertised Proprietary and Perfumery lines preferred; foreign papers please copy. 271/3, Office of this Paper, or 'phone Park 7652.

BUYING Agents wanted, calling on Grocers and Stores, to push a 6d. Winter Line which sells at sight and repeats quickly; enormous quantities sold; good profits for wholesaler and retailer; quality and price cannot be beaten; references required. 270/22, Office of this Paper.

MANUFACTURING CHEMISTS, with a good, rapidly selling line, invite correspondence from an Agency covering Britain whose representatives call directly on all Retail Chemists; terms, commission on turnover. 209/490, Office of this Paper.

TO Overseas Manufacturers of Proprietary Preparations for the Medical, Dental and Veterinary Professions. Correspondence invited from Manufacturers desiring to depute the Manufacture, Packing, Sales Distribution, Advertising and Storage to a British company of 30 years' highest reputation, possessing established sales organisation throughout Great Britain, Ireland and India. Inquiries strictly confidential 209/497, Office of this Paper.

WELL-ESTABLISHED Firm of Chemical Merchants wants Agencies or Reservations for first-class Pharmaceutical and Laboratory Products in North-Eastern Counties, and guarantees favourable consideration by Pharmacists, Doctors, Hospitals and Educational Authorities. Replies to 271/5, Office of this Paper.

PATENTS.

COATING FOODSTUFFS.—The owners of Patent No. 293735 wish to enter into arrangements for Licensing or exploiting this Patent in Great Britain. Address communications to Vitamin Food Co., care Feeny & Feeny, 73a Queen Victoria Street, London, E.C.4.

APPRENTICES.

APPRENTICE.—Smart, healthy youth, age 16-18, Matric standard, required for busy Pharmacy; full supervision and instruction assured. Apply by letter, giving full particulars, to F. C. Peebles, Chemist, High Street, Dorking.

MANCHESTER OR DISTRICT.—Three-year Apprenticeship required by youth, aged 16; Matriculated. "C. P.," 107 Belfott Street, Cheetham, Manchester.

YOUTH, 18, seeks Apprenticeship in Birmingham district; 2 years' Counter experience; Certificate accepted by Society; no premium. 272/32, Office of this Paper.

YOUTH, aged 16, desires position as Apprentice with good-class Chemist; School Certificate obtained. 272/12, Office of this Paper.

BUSINESSES WANTED.

6s. for 50 words or less; 6d. for every additional 10 words or less, prepaid. (Box No., 1s. extra.)

CHEMIST wishes to purchase Business turning over between £50 and £100 weekly; banker's reference will be given in first instance; now free to interview; advertiser will treat any and all information as strictly confidential. Write "J. E.," at "Beacon," Windmill Lane, Ashbourne, Derbyshire.

REQUIRED immediately for purposes of amalgamation, about ten sound Businesses in or near London (30 mile radius), showing returns upwards of £30 weekly, with proportionate overhead charges. Preliminary negotiations can be entered into immediately on reasonable terms. Prospective vendors are invited to write privately, with the assurance that no information will be disclosed without express permission. Ernest J. George, Sentinel House, Southampton Row, London, W.C.1. Telephone: Museum 8340.

WANTED by Pharmacist, Cash Business situated within 100 miles of Leeds; must bear strictest investigation; cash available £1,200. Full particulars of takings, gross and net profit, rent and rates, price of business, etc., to "Statim," c/o Messrs. Wright, Layman & Umney, Ltd., 46 Southwark Street, London, S.E.1.

SALE BY AUCTION.

Removed from Kilburn, etc., for convenience of sale.
Owing to lease expiry.
SALE ROOMS, 5 LITTLE BRITAIN (close to G.P.O.), LONDON, E.C.
The well-made and almost new CHEMIST'S SHOP FITTINGS of two shops, including Mahogany Drug Runs, Chemists' Wall Showcases, glass-fronted Counters, Dispensing Screens, Perfumery Desks, Silent Salesmen, Mirrors, Cash Tills, Glass Shelves, etc.

B. NORMAN & SON

Will Sell by Auction, at their Sale Rooms, Wednesday Next, September 14, at ONE.
View Day Prior. Catalogues on application.
Tel.: Nat. 6463.

By instructions of W. G. Boisly, Manufacturing Perfumier. Removed from Bradford.
SALE ROOMS, 5 LITTLE BRITAIN (close to G.P.O.), LONDON, E.C.

B. NORMAN & SON

Are instructed to Sell by Auction, Wednesday, October 5, at ONE,
STOCK of PERFUMERY, FLORAL ESSENCES, OTTOS and other Compounds, together with the Recipes, unless sold previously by private treaty.
Full particulars on application to the Auctioneers as above.

FINANCIAL.

A LIVERPOOL firm of Retail Chemists require a M.P.S. to take a financial interest in the company; the investment carries with it the position of Branch Manager and Director; capital required £500. Further particulars in confidence. Reply 271/28, Office of this Paper.

SITUATIONS OPEN.

RETAIL (HOME).

6s. for 40 words or less; 6d. for every additional 10 words or less, prepaid. (Box No., 1s. extra.)

BRISTOL.—Unqualified Assistant required; good Salesman and well-experienced Dispenser essential; age 23-26; permanency need only apply. Full particulars, photo, etc. Apply 271/24, Office of this Paper.

FOLKESTONE.—For September 26, young Junior (unqualified) with training in good-class Dispensing business. Full particulars to Hall & King, Chemists, Folkestone.

HERTS.—Locum, qualified, required two week-ends, commencing September 30 to October 1 and October 7 to 10 inclusive. State terms. 272/38, Office of this Paper.

LONDON.—Smart young Junior unqualified Assistant wanted (Englishman or Scotsman preferred), competent, with good Counter, Dispensing, Photographic and Window-dressing experience. Apply, stating full particulars of age, height, experience and salary required, to 271/15, Office of this Paper.

MIDLANDS.—Wanted, a capable Assistant with good experience in Dispensing and Counter. Please apply by letter only, stating age, height, salary required, to "G. H. S.," c/o Cordey, Chemist, 28 Ampthill Road, Bedford. Replies unanswered in 7 days respectfully declined.

OXFORD.—Junior Assistant for middle-class Family business; one passed Part I preferred; must be average Dispenser, but good at Counter work. Fullest particulars first letter; enclose photo. Applications unanswered within 3 days respectfully declined. Druce & Co., 118 High Street, Oxford.

SHEFFIELD.—Unqualified Assistant, young, for Light Retail and N.H.I.; must be quick and reliable Dispenser; September 26. Please give full particulars of references, salary, etc., in first letter. 271/10, Office of this Paper.

SOUTHAMPTON.—Required, Lady Dispenser and Bookkeeper for a firm of Doctors; must be thoroughly capable and well recommended; commencing salary £2 10s. weekly. 272/4, Office of this Paper.

WEST KENSINGTON.—Junior Assistant (male) for high-class Family business; must be reliable Dispenser with Counter experience; salary £170. State age, with full particulars, etc., to "Progress," 271/32, Office of this Paper.

ASSISTANT required, who must be an expert Window-dresser; London. Applicants will kindly state full particulars, previous experience, and when disengaged. Progressive and permanent situation for the right man. Apply "A. C.," 209/488, Office of this Paper.

ASSISTANT; unqualified; single; thoroughly reliable; good general all-round experience; gentleman or lady; comfortable situation for right applicant; or qualified considered requiring moderate salary with view to part management later if suitable. State age, height, salary, copy recent testimonials, and snap, but nothing returnable. Mr. Corbyn, 9 Constitution Hill, Norwich.

ASSISTANT required (male); good Dispenser, Salesman and Window-dresser; practical knowledge of D. & P. work. State full particulars and salary required in first letter. A. J. Hall, 97 High Street, Maidenhead, Berks.

CHEMIST.—An opportunity will shortly occur for a young Dispensing Chemist of good family to start in business in September 1933 under exceptionally favourable circumstances. Write "Chemist," c/o Streets, 6 Gracechurch Street, London, E.C.3.

JUNIOR Assistant (male, 23); all-round man; Counter Sales, Window-dresser, and reliable Dispenser when required; one with knowledge of Optics preference. The Prosser Roberts Co., Pharmaceutical Chemists, 13 Church Street, Camberwell, S.E.

JUNIOR unqualified Assistant required for October 3; one used to a high-class trade essential. Apply, stating full particulars and salary required, to P. E. Leapman, 27 Downing Street, Farnham, Surrey.

LADY Assistant required with a good all-round knowledge of the business and taste in displaying goods. Please give full particulars and state salary required to "R. K.," 209/489, Office of this Paper.

LADY Dispenser required immediately for evening duty, 6 p.m. to 9 p.m.; three Doctors in practice; no Sunday duty; must live in or near W.6. Letters only. Miss Hall, 7 Flanders Mansions, London, W.4.

LADY Locum, qualified, for about two months; easy hours; E.C.1 district. Full particulars by letter only. "W.," 23 Ridge Road, N.8.

MANAGER (qualified) for old-established business in Leicester; good Salesman, Photographer, and Window-dresser. Reply, stating age, height, experience, and salary required. Applications not answered within six days respectfully declined. Johnson's, Ltd., 163 Fosse Road North, Leicester.

QUALIFIED Manager with Optical qualification for good-class business just out of London; knowledge of buying and management essential; good opportunity for right man. Please give full particulars of previous experience, salary, etc., and enclose photo if possible to "Iridis," 270/18, Office of this Paper.

QUALIFIED lady required, part time, mornings 9.30 to 1, evenings 5.30 to 8; one or two evenings off a week; Harrow district; usual particulars, age and salary required. 271/23, Office of this Paper.

QUALIFIED Assistant wanted, not under 30 years of age; must be thoroughly experienced Dispenser, good at Counter, active, and reliable in every way. Apply, in writing only, with full particulars and photo if possible, Hall, Chemist, Pinner, Middlesex.

RELIABLE, energetic, Unqualified Assistant wanted to take charge of small Shop (London, E.C.). State age and salary required; copies only of testimonials; no photographs; good Window-dressing experience absolutely essential. Required immediately. 273/22, Office of this Paper.

REQUIRED, immediately, S.E. district, unqualified Assistant, able to drive light van; good opportunity for young man with no hope of qualifying; must be used to Stock-keeping; small wage to commence and commission. State experience, age, and wage required to P.C.B. 47/31, Office of this Paper.

UNQUALIFIED male Assistant, preferably passed Part I; good Window-dresser essential; experienced in Dispensing, Counter and Photographic Goods; young; energetic; commence September 19. H. R. Martin, Pharmaceutical Chemist, 77 Norwood Road, Herne Hill, S.E.24.

UNQUALIFIED Assistant (male). State age, previous experience, salary, when disengaged; live out. J. Harrison, 464 Holderness Road, Hull.

WHOLESALE.

A CHANCE FOR GOOD SALESMEN.—The positions open offer scope for clever salesmen who can "put over" a good selling proposition for Toilet Preparations. The lines marketed are backed by advertising, really smart in pack, low in price, and have every element of success in them. If you have been regularly calling on Ladies' Hairdressers, Chemists and Department Stores and are looking for a permanent progressive position and are not over 35 years of age write in. The pay at the start will not be high, and advancement depends on your ability. 209/492, Office of this Paper.

ANALYTICAL Chemist required by London Wholesale Druggists; young, but experienced in all Assay work. State salary expected. P.C.B. 47/32, Office of this Paper.

HIGH-CLASS Cosmetics House requires Representative with experience; car allowance, travelling expenses, a salary, and a commission will be paid to a thoroughly good man. 209/495, Office of this Paper.

MANUFACTURERS of Cinema Spray Perfumes require representation in many districts; liberal commission basis only. State area required. Write 209/499, Office of this Paper.

PROPRIETARY House, London, requires two young men for assembling orders; thorough knowledge of Patents and ability to work speedily and with accuracy essential. State age, experience, and salary required to 209/491, Office of this Paper.

REAL live Salesmen for Chemists and Perfumers, London and district, for a quick-selling established Manicure line on a generous commission basis; excellent prospects; only genuine workers need apply. 209/496, Office of this Paper.

REPRESENTATIVE MEDICAL SPECIALITIES.

LARGE Manufacturer Medical Specialities has position open; applicants not more than 35 desired; experience, technical qualification (Pharmacist or Chemist) essential; preferably domiciled North of England or prepared live there. 209/477, Office of this Paper.

REPRESENTATIVE to call upon Retail and Wholesale Chemists, Cutlers, Hardware Dealers, etc., in all districts Great Britain for firm manufacturing high-grade Toilet Brushes; generous commission terms; only those having sound connection, first-class selling ability, and prepared to devote good part time to agency need apply; state district desired. 270/29, Office of this Paper.

REPRESENTATIVE required by well-known London Manufacturing Toilet Specialists; must have real live connection with high-class Chemists and Stores; salary, expenses and commission; car an advantage; a good permanent position for right man; all correspondence confidential. 269/8, Office of this Paper.

REQUIRED by a firm of Manufacturing Chemists, a qualified Pharmacist to take charge of Galenical Department; experience in manufacturing Emulsions, Ointments and other Pharmaceutical Products essential. Apply by letter, marked personal and confidential, to E. M. Stone, 3b Dean's Yard, Westminster.

SIDELINE FOR HAIRDRESSERS AND CHEMISTS.

A WELL-ADVERTISED line is available on a good commission basis for Salesmen, with established connection, calling on Hairdressers and Chemists. State territory now covered, lines handled, and age. "A.," Box 387, Erwoods, Ltd., 30 Fleet Street, London, E.C.4.

SPLENDID SIDE-LINE.—Old-established Ointment, advertised nationally for 30 years; shows good commission for those calling on Chemists and Druggists. Write 209/500, Office of this Paper.

TOILET SOAP.—Representatives, already working one suitable line, wanted to call on Chemists in London and South of England. Richard Wheen & Sons, Ltd., Soapery, Deptford.

TRAVELLER, with good connection in the Midlands amongst Chemists and Stores, wanted to sell four best sellers in the Perfume trade; commission only; only live men with first-class references need apply. Write full particulars to 270/11, Office of this Paper.

TWO Representatives required, Midlands and Northern Counties; well-established connection; state when able to start; only travellers well known to Chemists in the districts apply; good salary, expenses and commission, also car. Full particulars, 271/7, Office of this Paper.

WANTED, Representatives for England, Scotland, Wales, with Chemist and Institution connection, to handle good line; 10 per cent. commission. Give ground covered, how long working ground, length of journey. 271/34, Office of this Paper.

SITUATIONS WANTED.

RETAIL (HOME).

2s. for 18 words or less, 6d. for every additional 10 words or less, prepaid. (Box No., 1s. extra.)

A.A.A.A.—CAPABLE, qualified Assistant or Manager; 23; good Dispenser, Prescriber, Counter, Photography; tall; conscientious; excellent references; free immediately. Willis, c/o Forrest, 67 Blythe Road, W.14.

A.A.A.A.—PEP, punch and personality. Qualified Manager; 32; smart appearance; 16 years' all-round experience, London, City, West End and suburban, also provincial; used to high-class Pharmacy, Toilet and make-up; disengaged October 1. 270/28, Office of this Paper.

A.A.A.A.—UNQUALIFIED, 24, free October 1, desires permanency; good all-round man, Dispensing, Counter, Window, etc.; undeniable references. Thomas, 30 Frampton Road, Hythe, Kent.

A.A.A.—PERMANENCY; branch preferred, or take charge for executors; M.P.S.; 37; several years' West-End experience; good Salesman, Window-dresser, Buyer; accustomed management good-class type business; present engaged near London. "Caledonia," 269/17, Office of this Paper.

A.A.A.—QUALIIFED, 21 (Square Student), desires permanency; anywhere; free 16th; sound general experience and training; accustomed to quick good-class trade. Hitchen, 52 Guildford Street, W.C.1.

A.A.A.—QUALIFIED; 26; keen; energetic; reliable; first-class experience; Managership preferred. Gordon, 103 Listria Park, N.16.

A.A.A.—A keen, qualified man, with excellent references and who has had London and provincial experience, requires situation; Manager or Assistant. Worth, 61 Beatrice Avenue, Devonport.

A.A.A.—PHARMACIST desires post as Manager; 33; married; keen, competent, and fully experienced; excellent references. 272/33, Office of this Paper.

A.A.—EMPLOYMENT urgently wanted; part time or Locum; Birmingham district; middle-age; unregistered; reliable; experienced. "Chemist," 26 Wellington Road, Edgbaston.

A.A.—PERMANENCY required by young, qualified woman; 6½ years' experience, working- and middle-class; 30 miles radius Liverpool or Manchester preferred. "Pharmacist," 35 Bradshaw Street, Wigan.

A.A.—QUALIFIED desires position as Assistant or of some responsibility; one with permanency preferred. 270/23, Office of this Paper.

A.—LOCUM; qualified; long or short period; experienced all branches; acive; excellent references; terms moderate. "S. C. J.," 54 Priory Road, West Hampstead, N.W.6. 'Phone: Maida Vale 8212.

A.—MATRICULATED Student, tall, smart and of gentlemanly appearance, seeks post as Junior Assistant; quick and accurate Dispenser, competent Counterhand, Stock-keeper and Window-dresser. Knight, 2 Lyme Road, Bath.

A BUSINESS man with town and country experience, unqualified, trustworthy, seeks position as Senior; would re-build neglected business under cover or supervision of principal; at present managing seaside pharmacy; moderate salary. P.C.B. 47/25, Office of this Paper.

A QUALIFIED Chemist and Optician (Registered J.C.Q.O.), with good all-round experience, seeks post as Manager. 271/38, Office of this Paper.

A CAPABLE Assistant; 25; unqualified; 7 years' experience, Dispensing, Countor, Window Display, Photographic; permanency; Birmingham district preferred, not essential. "E. B. D.," c/o 118 Wellington Road, Handsworth, Birmingham.

ALL-ROUND, keen, energetic worker; unqualified; 23; Counter, Dispensing, Window-dressing; free September 22. Richards, 30 Christian Road, Douglas, I.O.M.

A QUALIFIED lady (Square trained) requires position in high-class pharmacy; Dispensing preferred; highly recommended. 5 Wessex Avenue, Merton Park.

ASSISTANT; 25; tall; unqualified; Dispensing, high-class Photography and Window-dressing; 10 years' experience; excellent references; disengaged September 19. Jones, 45 Albion Road, Great Yarmouth.

ASSISTANT; unqualified; 24; finished Part II Course; city, seaside experience; excellent references. "K. G.," 19a Alexandra Villas, Brighton.

ASSISTANT, unqualified, single, 40, desires situation in good-class pharmacy; 12 years' London experience; £100 investment; moderate hours. 272/14, Office of this Paper.

ASSISTANT, 25, unqualified, 8 years' experience, quick, careful Dispenser, Counter, Photography, desires change. 272/11, Office of this Paper.

CHEMIST and Druggist, 28, married, recently returned from abroad, requires position as Branch Manager or Assistant. 269/9, Office of this Paper.

DEVON.—Branch preferred; M.P.S.; 38; married; London, South Coast and West-End experience; at present engaged good-class branch; conversant family type business; small capital; succession entertained after management, mutually suitable. "Capable," 269/170, Office of this Paper.

DISENGAGED September 17; Locum, etc.; qualified; first-class and all-round experience; accurate and rapid Dispenser; accustomed brisk Panel, etc.; any distance. "Pharmacist," 28 Torrington Gardens, N.11.

DISENGAGED.—Locum; 20 years' all-round experience; thoroughly competent; reliable; highest references. "Chemicus," 56 Rudloe Road, Balham, S.W.12.

EXPERIENCED Chemist desires change of situation, Midlands, Lancashire or Yorks, as Manager; experience embraces opening or building up business that has been neglected; permanency desired. 272/120, Office of this Paper.

JUNIOR; 20; Inter. B.Pharm.; sitting for Ph.C. 1933 or 1934; thoroughly reliable and proficient; Dispensing and Counter; excellent references. "K.," 4 Beaumont Street, E.1.

JUNIOR Assistant, first-class West-End training, Counter, Dispensing, Photographic, seeks situation in or near London; free September 12; passed Part I; excellent references. "Wessex," 418 St. Albans Road, Watford.

LADY Assistant (unqualified); eleven years' experience; Dispensing, Counter and Window-dressing; age 26. Howell, 29 Henley Street, Stratford-on-Avon.

LADY Dispenser (Hall), 26, experienced, urgently requires post with Doctor, Chemist or Institution. Miss Bruford, The School House, Hook, near Wootton Bassett, Wilts.

LADY Dispenser-Book-keeper, qualified, experienced and reliable, requires position; good references. 271/4, Office of this Paper.

LOCUM; qualified; free September 22; excellent experience, London and provinces; ex-proprietor. Howell, c/o Black, Chemist, Tredegar, Mon.

LOCUM or Manager; qualified; competent; reliable; 20 years' West-End experience; disengaged September 11 to 27 and after October 12. "Pharmacist," 18 Stanway Gardens, Edgware.

LOCUM; qualified; 25; 7 years' all-round experience; good Dispenser; excellent references; South-West England preferred; free shortly. 271/37, Office of this Paper.

LOCUM; qualified; 27; engaged Kent till September 24; sound experience as Manager and Assistant in West End, Hospital and provincial businesses; permanency considered. "Pharmacist," 23 Oakley Square, N.W.1.

LOCUM or Manager; qualified; competent, experienced, London and provinces; good locum experience. "P.," 11 Dudley Road, Finchley, N.3.

LOCUM or permanency; 40; tall; abstainer; Counter, Dispensing, Photography; best references; now free. Alexander, 189 Southampton Street, S.E.5.

LOCUM or permanent; now at liberty; experienced all classes of business. W. B. Dixon, Ph.C., "Shaws," Uppermill, near Oldham.

LOCUM; qualified (prewar); registered N.P.U.; available September 19 onwards. S. Hoskins, c/o Mr. Bray, Chemist, Buckfastleigh, Devon.

LOW Salary.—28, experienced, but out of Retail some time, requires post. Smith, 32 Squirrels Heath Lane, Hornchurch.

M.P.S., F.S.M.C., J.C.Q.O., 25, requires position in Midlands; 4½ years' excellent all-round experience (including Guy's Hospital); keen; conscientious; hard worker; quick Dispenser. Moore, 33 Bonham Road, Brixton Hill, S.W.

M.P.S.: permanency; recommended; any capacity; moderate salary; disengaged October; Brighton or Worthing district preferred. "S.," 32 Steyne Gardens, Worthing.

M.P.S., 23, tall, educated, and of good appearance, requires situation as Assistant or Manager; six years' high-class experience, including Photographic; excellent Window-dresser and a tactful Salesman; highest references. R. Austen Smith, "Penshurst," Wrexham.

M.P.S., 25, desires Managership of small Branch; town, country or seaside; qualiled July 1930; nine years' experience Retail and Dispensing; keen, energetic and obliging; salary £3 10s. and commission; free one month; Midlands or South preferred. "X. Y. Z.," 107 Westbrook Avenue, Margate.

MIDDLE-AGED M.P.S., wide experience, all round, wants post, managing small high-class business. 271/60, Office of this Paper.

MULTIPLE SHOPS.—Supervisor offers services; exceptional qualifications for work; M.P.S.; age 50. 271/6, Office of this Paper.

MR. W. E. GARLICK recommends his Junior Assistant for situation in good-class pharmacy, preferably for Dispensing; four years' thorough training; quick, accurate Dispenser, good Counterman; abstainer; Part I; age 21. J. Worley, c/o W. E. Garlick, Chemist, Chesham, Bucks.

PART-TIME, 1 to 5 p.m., except Saturdays; Chemist-Optician (J.C.Q.O.); age 49; Western area, London, preferred; adaptable. 271/33, Office of this Paper.

PART-TIME; West London; evenings, all day Saturdays; taking Part II course, Chelsea, September; age 20; four years' London experience. Markett, 11 Stowe Road, W.12.

QUALIFIED, 22, excellent references, 5 years' first-class experience, desires post as Manager or Assistant; Birmingham or Midlands preferred; good Dispenser, tactful Salesman. Massey, 3 Folly Bridge, Oxford.

QUALIFIED, 22, requires permanency; good-class Dispensing, Photographic and Counter experience; moderate salary; disengaged end of September. Daymond, c/o Mr. J. Crang, Chemist, Ilfracombe, Devon.

QUALIFIED (male, 40); experienced; town and country references; Locum or permanency; disengaged September 15. Gibbs, 863 Stratford Road, Birmingham.

QUALIFIED, 22, requires position; first-class experience, Private Dispensing, N.H.I., Counter and Photo; excellent testimonials; free September 18. Wood, 18 Hill View, Rampart Road, Salisbury.

QUALIFIED, 28, requires post, preferably management medium- to good-class business; previous sound managerial experience and good references; Yorkshireman. Holmes, 109 Penwortham Road, Streatham, S.W.16.

QUALIFIED, all-round experience (West-End Dispensing), seeks permanency or Locum; disengaged. "S.," 59 Lytchett Minster, Poole, Dorset.

QUALIFIED seeks permanency; age 36; good organiser and keen business man; £100 invest if necessary. "Harpenden," 9 Etruria Road, Basford.

QUALIFIED Chemist; elderly; shortly disengaged; reliable; good references; Superintendent and Dispensing; short hours; terms moderate, accordingly. 273/9, Office of this Paper.

QUALIFIED lady, 25, desires position in London; good all-round experience; used to taking charge; disengaged. 272/30, Office of this Paper.

QUALIFIED; free October 3; young; Midlands preferred, but not essential. Ellis, 37 Perry Street, Wednesbury.

SITUATION wanted by elderly man; qualified; light duties desired. "N.," 203 Park Lane, Aston, Birmingham.

NAMES AND ADDRESSES.

When sending advertisements for any of the sections in this Supplement, advertisers—as a guarantee of good faith and not necessarily for publication—should always give their names and addresses. It sometimes occurs that this rule is not followed and delay and disappointment ensues. Strict attention to this detail will be appreciated.

UNQUALIFIED, 22, requires situation as Assistant; South Wales preferred, but not essential; 3 years' experience in high-class Cardiff pharmacy; quick, accurate Dispenser, keen and energetic Counterman, with knowledge of Photography; excellent reference. R. J. Hall, 242 Crogan Hill, Barry, Glam.

UNQUALIFIED, 21, seeks situation anywhere Lancashire; tall; 4 years' experience, Stock, Counter, Windows, Photography, Dispensing; Part I; excellent references; interview welcomed; disengaged. Hargreaves, 395 Blackburn Road, Oswaldtwistle.

UNQUALIFIED (Senior); West-End experience; Dispensing, Counter, Photographic; Locum or permanency; disengaged. "T.," 20 Queen's Road, S.W.8.

UNQUALIFIED, 21, desires position anywhere; 4½ years' experience (no Optics); quick and accurate Dispenser; "Kodak" trained; excellent reference. Edmondson, 117 Whalley Road, Sabden, near Blackburn, Lancs.

YOUNG lady (Hall Certificate) wants post with Chemist in or about London; Retail experience; quick and energetic. M. Wilson, Farm Cottage, Great Bookham, Surrey.

YOUNG lady, Junior Assistant; 3 years' experience; good knowledge Dispensing, Counter. Read, 40 Dorman Road, Newhaven, Sussex.

£3 10S.—Qualified Chemist, now doing locum work, desires position as Manager or qualified Assistant in Birmingham district; 27; tall; good appearance and address; 10 years' all-round experience in first-class pharmacies; excellent references. 270/9, Office of this Paper.

WHOLESALE.

2s. for 18 words or less, 6d. for every additional 10 words or less, prepaid. (Box No., 1s. extra.)

A.A.—EXPERIENCED Representative requires sound Agencies; calling Chemists, Stores, Hairdressers, Birmingham district. "Traveller," 26 Wellington Road, Edgbaston.

A FELLOW of the Incorporated Sales Managers' Association, who has just resigned directorship with well-known Perfumers, offers his services as General Manager or Sales Manager; wide experience in marketing Toilet, etc., Preparations at home and overseas; well known to wholesalers and important buyers. Any firm marketing new products or seeking to secure sales expansion of existing products should communicate with Box 502, c/o I.S.M.A. Office, 101 Gt. Russell Street, London, W.C.1.

GENTLEMAN, 28, well educated and experienced, desires position with view of representing good Drug, Toilet or Sundries House; moderate salary; car. 268/34, Office of this Paper.

LONDON Representative of a well-known house is in a position to represent an additional firm of repute. P.C.B. 47/26, Office of this Paper.

MR. H. O. LLOYD, M.P.S. (late Birmingham and Southport), past six years representing Bristol Myers Co., valuable personal connection leading buyers Wholesale and Retail, Midlands, Lancs and Ireland, will shortly be free to represent first-class House. Write 10 Suffolk Parade, Cheltenham.

PHARMACIST, experienced Medical and Dental detail work, keen Salesman, excellent references as to ability and personal character, own car, desires engagement with House of repute; valuable Midland connection. 272/15, Office of this Paper.

REPRESENTATIVE offers services to house of repute; 10 years' connection Midlands; Toilets, Sundries, Proprietaries, etc. Replies to 264/18, Office of this Paper.

REPRESENTATIVE, age 36, Public School education, now with London firm, desires change; 3½ years' experience of Drugs; calling on Doctors, Chemists, etc., in London and the North. 270/12, Office of this Paper.

REPRESENTATIVE, keen, energetic, 10 years' experience in London and South of England with Proprietaries and Toilets, desires to represent leading house. 271/16, Office of this Paper.

SALESMAN, age 26, seeks permanent position with good house marketing lines for Chemist or Perfume trade; Kent preferred; own car. 270/2, Office of this Paper.

CLEAR OUT—your Old or Damaged Stock of Photo Goods
Why keep them any longer? Turn them into CASH.
I GIVE BEST PRICES for Old Films (damaged, fogged or expired dates); Packet Papers. Cards (any sizes). Old Photo Goods or Cameras. Bromide Papers. Plates (all sizes, all makes). Send any goods in the photo line. I buy all, good or bad. Cash per return. A good price for all Cameras. Send them along.
S. E. HACKETT, 23 July Road, Liverpool

TABLET Maker and Rotary Pan hand wants work; latest methods; superior workmanship; minimum cost. Write 272/29, Office of this Paper.

TO MANUFACTURING CHEMISTS.—I am 16 and keen to enter the Laboratory as Assistant; Matriculated Westcliff High School. Any request to R. Glynn, 1 Balmoral Road, Westcliff-on-Sea, will be promptly attended to.

18 YEARS with Manufacturing Chemists; desires change; long experience, Tablet Making and Coating, with a leading house; conscientious and ambitious; accustomed to control and initiative. 261/11, Office of this Paper.

FOR SALE.

(Articles to the value of £5-£50.)

SMALL Cash Register, National make; perfect condition; latest kind. Write to T. Lewis, 90 Sandringham Buildings, Charing Cross Road, London, W.C.

MISCELLANEOUS.

A FIRST-CLASS PHARMACY, £57 10s.—10 ft. Drug Fixture, 30 drawers, glass knobs and labels, cupboards each side and under drawers; two Show Cases, mirror lined, plate-glass shelves to top section; 6 ft. Mahogany Wall Case; 8 ft. Mahogany Counter, show case front; mahogany and plate-glass Dispensing Screen and Counter, with movable plate-glass shelves. Call or post your requirements. RUDDUCK & CO., 219 and 227 Old Street, London, E.C.1.

A LARGE QUANTITY of Second-hand Showcases from £2 upwards (removed from various jobs); Shop Fittings, Counters, etc., at real reductions. Write requirements or call PHILIP JOSEPHS & SONS, LTD., 90/92 St. John Street, Clerkenwell, E.C.1.

CHEMISTS' FITTINGS.—We hold an immense stock of Drug Fittings, Dispensing Screens, Glass Fronted Counters, Perfumery Cases, Nests of Drawers, Wall Cases, Silent Salesmen, Upright and Flat Counter Cases, Plate-glass Counters, Cash Tills, Display Stands and Glass Shelves, etc., ready for immediate delivery at competitive prices. Write or call for List. F. MAUND & E. BERG (SHOWCASES), LTD., 175/9 and 336 Old Street, London, E.C.1.

CHEMISTS' Fittings, direct from manufacturer; soundly constructed in oak and mahogany; 8 ft. Drug Run, £18; 6 ft. Dispensing Screen, £14; 6 ft. Showcase Fronted Counter, £8 5s.; 6 ft. Wall Case, £11; 6 ft. Glass Counter, £8 15s.; Counter Case 30 x 24 x 18, £2 5s., etc. Send now for photographs, or call and inspect. MYERS, Complete Chemist Fitters, 134a Kingsland Road, E.2, near Shoreditch Church. Bishopsgate 2524.

CHEMISTS' FITTINGS.—Oak or mahogany, suit any Pharmacy, must be sold: 10 ft. complete Drug Fitting, 8 ft. Wallcase, 8 ft. glass Front Counter, 6 ft. Dispensing Screen, nest Counter Drawers, three Mahogany Wallcases, 10 ft. long, Dispensing Screen 8 ft. long, 6 ft. Glass Counter, Silent Salesman; sketches by return. GEORGE COOK, The Working Shopfitter, 27 Macclesfield Street, City Road, E.C.1. 'Phone: Clerk 5371.

CHEMISTS' POLISHED OAK FITTINGS.—10 ft. Drug fitting, 8 ft. Wallcase, 8 ft. Glass-front Counter, 6 ft. Dispensing Screen, two 4 ft. Nests Counter Drawers; low price for lot, or separate. Also Sets in Polished Mahogany for any Pharmacy. See-All Dispensing Screen, 6 ft. long; All-glass Counter, 6 ft. long; Silent Salesman, 6 ft. high, 2 ft. x 2 ft. Don't hunt about. Save money and send to GEORGE COOK, The Working Shopfitter (over 40 years' fitting), 27 Macclesfield Street, City Road, E.C.1. 'Phone: Clerkenwell 5371.

TREBLES' for Chemists' Fittings, Shop Fronts, Alterations, new or second-hand. Let us quote for your requirements. Pharmacy Fitters for over a century. 549 Lea Bridge Road, Leyton, London, E.10. Leytonstone 2475.

£?—COMPLETE CHEMIST FITTINGS at any price you wish to pay. We have erected in our showroom a Complete Chemist Shop with Metal Shop Front, Window Backs, Correct Window Lighting Signs and Modern Interior Fittings. Apply for Lists. D. MATTHEWS & SON, LTD., "The Liverpool Shop Fitters, 14 and 16 Manchester Street, Liverpool. Est. 1848.

EXCHANGE COLUMN.

FOR DISPOSAL.

(Articles up to the value of £5.)

POROUS MACHINE, hand or power, in excellent condition, suitable for perforating plasters, oiled silk, etc.; spare punches. What offers? P.C.B. 47/28, Office of this Paper.

QUANTITY Aluminium Containers, 25 tablets best quality Aspirin, 6 dozen, 10s., post paid; c.w.o. or C.O.D.; sample 3d. stamps. "Chemist," 6 Porchester Road, W.2.

6 LBS. QUIN. HCl., 2 lbs. Iodine, 1 lb. Iodoform, Bismuth, Avery Balance, Dispensing Scales, 4-lb. Blue Dome Ointment Jars, Glass Measures, Mortars, Proprietary Medicines, etc. P.C.B. 47/29, Office of this Paper.

15 DOZEN TOILET FACE CREAM and Hand Lotion in attractive cartons, 2s. 6d. size, at 6d. each to clear; unrepeatable bargain. Clarke, 95 Hereford Road, W.2.

NINE DOZEN 8½d. TOILET CREAM, 3s. 6d. dozen. BM/HPGV, London.

WANTED.

B.P., 1914; Codex, 1923; Pharm. Formulas (state date); Book of Synonyms (*C. & D.* or Rouse's). Body's Pharmacies, Southend.

DISPENSING SCREEN wanted, 8 ft. x 6 ft., mirror centre, in good condition. State price, etc., carriage paid. Milnes, 17 Manningham Lane, Bradford.

SECOND-HAND MICROSCOPE, 1-12 oil immersion, simple form, good maker. State particulars and lowest. Kernick, Chemists' Valuer, Moira Terrace, Cardiff.

SURPLUS STOCKS.—Have you any? We pay spot cash for all clearing lines. Write to Eastern Produce Co., 140 Cambridge Road, London, E.1.

TABLET MACHINE wanted; straight punch; one to four punches, 7/16 in. to ¾ in.; or rotary in good condition; cheap. 269/19, Office of this Paper.

THE SUPPLY OF SUPPLEMENTS

The clerical work in connection with the posting of spare copies of the Coloured Supplement week by week has increased to such an extent that we have been compelled to reorganise our system of distribution. Our readers will please note, therefore, that in future, instructions can be accepted for not more than six successive issues of the Supplement at a time, and that in every case the name and full postal address should be written on

Post Office Wrappers, Stamped ONE PENNY, to ensure prompt delivery

If wrappers bear a halfpenny stamp only, postal delivery is delayed.

LOOSE STAMPS WILL NOT BE ACCEPTED.

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